

BULLETIN No. 28.

COMMITTEE ON FINANCE, UNITED STATES SENATE.

REPLIES

TO

TARIFF INQUIRIES.

SCHEDULE D—Continued.

WOODS, AND MANUFACTURES OF.

NUMBERS 3692 TO 3843.

MAY 26, 1894.—Ordered to be printed.

WASHINGTON:
GOVERNMENT PRINTING OFFICE.
1894.

CIRCULAR LETTER OF INQUIRY.

COMMITTEE ON FINANCE, U. S. SENATE,
Washington, D. C., December 20, 1893.

MY DEAR SIR: In former years, when the question of the tariff was uppermost in the consideration of the people, circular letters were addressed to merchants, manufacturers, and producers, representing the industrial elements of the community, and others, making inquiries as to the character and amount of their output, the capital invested, prices, wages, rates of import duties, etc. This was notably the case in 1845, under the direction of Secretary Walker; in 1882, through the tariff commission; and in 1885, under the direction of Secretary Manning.

The replies to such interrogatories furnish valuable statistics and other data, and materially aid in legislating upon the subject of customs duties.

With a view to securing such information, the Committee on Finance submit to you the following questions, which, they trust, you will formulate replies to, adding such general or special matter as you may be possessed of, and which, in your judgment, will be of value to the committee:

1. State name of corporation, firm, or individual, and character of manufacture.
2. State location of plant.
3. What amount of capital is invested.
4. When was the industry established?
5. State the amount of production, kinds, and value of articles manufactured annually since the establishment of your industry: Description, value, and quantity for each year.
6. Have you at any time during the past two years been running less than full time, and, if so, when and why?
7. What rate of ad valorem (or specific) duty is necessary to place domestic products on an equal footing with foreign producers, and your reasons why?
8. If the rate of duty upon your class of manufacture were reduced one-third, what reduction in cost of production would be necessary?
9. Please state the domestic wholesale price of your goods in 1884, 1890, and 1892, and at the date of your answer.
10. To your knowledge has there been an increased competition in your line of manufactures, either foreign or domestic, during the past four years?
11. Do you desire a specific or an ad valorem duty, and why?
12. Are you manufacturing or producing as many goods or commodities as you were in 1892, and if not, why not?
13. What has been the tendency of wages during the past twelve months?

14. If possible will you give an estimate of the exact cost of living of the families of two or more of your skilled workmen, specifying as near as may be items of expenditure.

15. Have you any difficulty in construing the existing law in regard to importations of the class of articles you produce, and have you any suggestions to make?

16. Has the price of living in your locality increased or decreased during the past four years, and to what extent?

17. What in your opinion is the cause of the present depression in trade, and what would be your remedy to correct it?

18. What component materials of your manufacture are, to you, raw materials?

19. Are the goods you manufacture luxuries or necessities?

20. What rate of interest are you compelled to pay on loans?

21. What effect has immigration had on your business?

22. What proportion of skilled labor do you employ?

23. How do you propose to meet any reduction of duty on the goods you manufacture?

24. Give the number of men, women, and children employed, and state the wages you pay for ordinary and skilled labor.

25. How many hours per week are they employed?

26. Do foreign articles of like kind enter into competition, and to what extent?

27. What proportion of your manufacture is exported, and do you realize a less price therefrom than from domestic consumption?

28. Has the cost of manufacture increased or decreased since 1883, and to what extent?

29. Has the increase or decrease been in materials or labor?

30. Have your selling prices increased or decreased since 1890?

31. What amount of the agricultural production of the country is consumed in your manufacture, or through it, indirectly or directly, and what amount of other domestic productions?

32. What component materials are used in your manufacture on which you pay a specific or an ad valorem duty? Give the rates of duty.

33. If your raw material were free would there be any necessity for a customs duty on the manufactured product?

34. Please state the wholesale prices for 1884, 1890, and 1892. Have these prices increased or decreased since 1892?

35. What changes, if any, do you recommend of existing rates of duty or administrative customs laws?

The committee are desirous that your reply shall give a full expression of your views and not be restricted to merely answering the questions categorically. It, however, should be confined to your specific business and expressed as concisely as possible.

Publicity will not be given to names or locations of business if you so desire.

Please make your reply on the inclosed blanks and return it in the accompanying envelope.

Very respectfully,

D. W. VOORHEES,
Chairman, U. S. Senate.

[No. 2—IMPORTERS.]

CIRCULAR LETTER OF INQUIRY.

COMMITTEE ON FINANCE, U. S. SENATE,
Washington, D. C., December 20, 1893.

MY DEAR SIR: In former years when the question of the tariff was uppermost in the consideration of the people, circular letters were addressed to merchants, importers, and others, making inquiries as to the character and amount of their business, prices and wages paid, rates of import duties, etc. This was notably the case in 1845, under the direction of Secretary Walker; in 1882, through the tariff commission, and in 1885, under the direction of Secretary Manning.

The replies to such interrogatories furnish valuable statistics and other data, and materially aid in legislating upon the subject of customs duties.

With a view to securing such information the Committee on Finance submit to you the following questions, which, they trust, you will formulate replies to, adding such general or special matter as you may be possessed of, and which, in your judgment, will be of value to the committee:

1. State the name or names of firms you represent.
2. State the character of goods imported.
3. State the cost of their production in the country of manufacture.
4. Give the rates of duty on your importations.
5. State with what character of domestic goods your imports correspond.
6. Give the wholesale price of your goods in domestic markets, less all discounts.
7. What changes were made in the rates of duty on your goods by the tariff act of 1890; and if, the change was made from ad valorem to specific duty, what was the ad valorem equivalent for each year, 1891, 1892, and 1893, for the new specific rates?
8. State whether the cost of goods imported by you, excluding freight, commission, and duty, has increased or decreased since 1890, and what per cent of increase or decrease (estimated on the cost of 1890) has taken place to date.
9. State your opinion as to the conditions necessary to be maintained in the United States to make it an exporting country of the same goods that you import.
10. State your opinion as to whether or not goods such as you import can be manufactured in the United States without a reduction of wages.
11. State whether or not the articles you import have ever been exported from this country to the countries from which they are now imported, and when and in what quantity.
12. State what difference there is between the price made for export on the goods you handle and the wholesale price made for the local market at the point of production.

13. State the retail and wholesale price of the goods at the point of production, and the retail and wholesale price of the same goods in the United States for the years 1884, 1890, 1892, and the date of your answer.

14. On what terms are goods generally sold?

15. State whether you are a manufacturer's agent, a consignee, or a purchaser.

16. What commission is paid you for handling goods?

17. Please give the average rate of interest in the country of production of your goods.

18. Give the wages paid there for the past three years for skilled and unskilled labor.

19. State whether an ad valorem or a specific rate of duty is desired, and why.

20. State whether duties are most likely to be evaded under an ad valorem or under a specific duty.

21. Please give, if possible, a description of the mode of living and expenditures for two or more families of skilled laborers employed by the concerns manufacturing the goods which you represent, stating the location of such families.

22. State whether free trade or protection exists in the country of manufacture.

23. Give the amount of imports and value of your goods yearly for the past four years.

24. How do you manage to compete with domestic productions?

25. Please give for a period of ten years the cost of transportation, from point of manufacture to destination, in this country.

26. So far as your knowledge extends, which of the European countries has been most prosperous during the past twelve months, and to what cause was such prosperity, if any, due?

27. Have you any suggestions to make concerning the administrative features of the customs laws?

The committee are desirous that your reply shall give a full expression of your views, and not be restricted to merely answering the questions categorically. At the same time it is desired that your answers shall be confined to your own business, and be stated concisely.

Publicity will not be given to names or location of business, if you so desire.

Please return your answer in the accompanying envelope.

Very respectfully,

D. W. VOORHEES,
U. S. Senate, Chairman.

SCHEDULE D.

(Continued.)

WOODS, AND MANUFACTURES OF.

Present law: 216. Timber, hewn and sawed, and timber used for spars and in building wharves, ten per centum ad valorem.

Proposed law: Placed upon free list. Par. 674.

Present law: 217. Timber, squared or sided, not specially provided for in this act, one-half of one cent per cubic foot.

Proposed law: Placed upon free list. Par. 675.

Present law: 218. Sawed boards, plank, deals, and other lumber of hemlock, white wood, sycamore, white pine and basswood, one dollar per thousand feet board measure; sawed lumber, not specially provided for in this act, two dollars per thousand feet board measure; but when lumber of any sort is planed or finished, in addition to the rates herein provided, there shall be levied and paid for each side so planed or finished fifty cents per thousand feet board measure; and if planed on one side and tongued and grooved, one dollar per thousand feet board measure; and if planed on two sides, and tongued and grooved, one dollar and fifty cents per thousand feet board measure; and in estimating board measure under this schedule no deduction shall be made on board measure on account of planing, tongueing and grooving: *Provided*, That in case any foreign country shall impose an export duty upon pine, spruce, elm, or other logs, or upon stave bolts, shingle wood, or heading blocks exported to the United States from such country, then the duty upon the sawed lumber herein provided for, when imported from such country, shall remain the same as fixed by the law in force prior to the passage of this act.

Proposed law: 168. Lumber of any sort, planed or finished, for each side so planed or finished, fifty cents per thousand feet, board measure; and if planed on one side and tongued and grooved, one dollar per thousand feet, board measure; and if planed on two sides and tongued and grooved, one dollar and fifty cents per thousand feet, board measure; and in estimating board measure under this schedule no deduction shall be made on board measure on account of planing, tonguing, and grooving.

NOTE.—Sawed boards, plank, deals, and other lumber, free. Par. 676.

Present law: 219. Cedar: That on and after March first, eighteen hundred and ninety-one, paving posts, railroad ties, and telephone and telegraph poles of cedar, shall be dutiable at twenty per centum ad valorem.

Proposed law: Placed upon free list. Par. 684.

Present law: 220. Sawed boards, planks, deals, and all forms of sawed cedar, lignum-vitæ, lancewood, ebony, box, granadilla, mahogany, rosewood, satinwood, and all other cabinet-woods not further manufactured than sawed, fifteen per centum ad valorem; veneers of wood, and wood, unmanufactured, not specially provided for in this act, twenty per centum ad valorem.

Proposed law: Placed upon free list. Par. 684.

Present law: 221. Pine clapboards, one dollar per one thousand.

Proposed law: Placed upon free list. Par. 677.

Present law: 222. Spruce clapboards, one dollar and fifty cents per one thousand.

Proposed law: Placed upon free list. Par. 678.

Present law: 223. Hubs for wheels, posts, last-blocks, wagon-blocks, oar-blocks, gun-blocks, heading-blocks, and all like blocks or sticks, rough-hewn or sawed only, twenty per centum ad valorem.

Proposed law: Placed upon free list. Par. 679.

Present law: 224. Laths, fifteen cents per one thousand pieces.

Proposed law: Placed upon free list. Par. 680.

Present law: 225. Pickets and palings, ten per centum ad valorem.

Proposed law: Placed upon free list. Par. 681.

Present law: 226. White pine shingles, twenty cents per one thousand; all other, thirty cents per one thousand.

Proposed law: Placed upon free list. Par. 682.

Present law: 227. Staves of wood of all kinds, ten per centum ad valorem.

Proposed law: Placed upon free list. Par. 683.

Present law: 228. Casks and barrels (empty), sugar-box shoocks, and packing-boxes and packing-box shoocks, of wood, not specially provided for in this act, thirty per centum ad valorem.

Proposed law: 180. Casks and barrels, empty, sugar-box shoocks, and packing-boxes and packing-box shoocks, of wood, not specially provided for in this act, twenty per centum ad valorem.

Present law: 229. Chair cane, or reeds wrought or manufactured from rattans or reeds, and whether round, square, or in any other shape, ten per centum ad valorem.

Proposed law: 179. Osier or willow prepared for basketmakers' use, twenty per centum ad valorem; manufactures of osier or willow, twenty-five per centum ad valorem; chair cane, or reeds wrought or manufactured from rattans or reeds, [seven] ten per centum ad valorem.

See also Par. 684.

Present law: 230. House or cabinet furniture, of wood, wholly or partly finished, manufactures of wood, or of which wood is the component material of chief value, not specially provided for in this act, thirty-five per centum ad valorem.

Proposed law: 181. House or cabinet furniture, of wood, wholly or partly finished, manufactures of wood, or of which wood is the component material of chief value, not specially provided for in this act, twenty-five per centum ad valorem.

No. 3692.

Reply of B. R. Pitt & Co., of Pensacola, Fla., manufacturers of doors, sash, and blinds.

[Established in 1874. Capital invested, \$30,000.]

Up to 1884 the annual output was in the neighborhood of \$25,000 per annum, then it increased each year till about 1892, when the output was about \$50,000 per annum, and in the last two years it has fallen off to some extent, chiefly, no doubt, from the prevailing hard times. Ten years ago the plant was enlarged to make sash and doors, where before it had only made lumber and sold above articles on commission.

During the past two years we have lost some time, though previous to last summer and fall it was chiefly from bad weather and shortness of stock. Last summer and since then we have not made full time on account of the dullness and lack of work, but we have made more than three-quarter time all through.

Duty does not affect us as we understand it.

Taking one grade of material, ceiling, in 1884, price, \$15 per thousand; in 1890, \$10; and now, \$8 for the same quality of material made of the same kind of lumber.

There has been a very decided increase in the competition in domestic manufacture.

Our wages have remained the same for years.

As near as we can figure, price of living remains about the same.

We pay 10 per cent interest on loans.

Immigration does not affect our business.

We employ about one-third skilled labor; 20 to 25 men and boys; pay from \$2.50 to \$9 per week for unskilled and from \$10 to \$18 for skilled labor when running; full time is fifty-four hours.

Foreign articles do not enter into competition.

We do not export.

Cost of production since 1883, remains about the same, except that the machines have improved so that more work can be done.

Selling prices have decreased since 1890.

Our consumption of products of agriculture is indirect, through our mens' wages being spent in and around the city, and as every cent is spent by them each week as it is earned, it makes every dollar that we pay out used in the trade of the city.

No. 3693.

Reply of H. E. Pond & Son, of Conneaut, Ohio, manufacturers of doors, sash, blinds, etc.

[Established in 1869. Capital invested, \$30,000.]

Value of products sold goes from \$2,000 in 1869 to about \$50,000 in 1893, and consisted principally of dressed lumber.

In winter of 1892-'93 we worked eight hours per day in place of ten for about one month, and have worked eight hours per day this winter since October, and what work we have done has been principally on stock for the summer trade.

We think the rate of duty necessary to place domestic products on a footing with foreign varies as to the article. As regards our own business, a duty of \$1 per 1,000 feet on lumber places us on an equal footing with Canada.

The reduction of one-third duty on lumber would necessitate a reduction in cost of production of from 16 $\frac{2}{3}$ to 50 cents per 1,000. But, as contemplated in revising sections 218, 221, and 222 of schedule D by the Committee of Ways and Means, it would have to be reduced from 50 cents to \$1.50 per 1,000.

Specific duties are more just, less apt to be taken advantage of by the importer to further personal interests.

The wholesale price of goods we handle increased from 1884 to 1890 and 1892 about 10 per cent, but are now on about the same basis as in 1884.

There has been an increased competition in our business in last four years, and although wholesale prices increased, our retail prices were about the same, but in many cases, much lower.

Owing to hard times, caused by the people lacking confidence, our sales have been much less than in 1892.

About three months ago wages began to drop, and labor can be had 10 to 33 $\frac{1}{3}$ per cent cheaper now.

Would estimate cost of living at \$25 to \$40 per month for our skilled labor, according to size of family and mode of living; about three-fifths for necessities, such as groceries, etc., and two-fifths for clothing, etc. The cost of living has decreased in last ten years, except as the luxuries of ten years ago have been substituted as necessities of the present day.

If it could be shown to the people in a decided and certain manner that the present tariff laws would not be changed, then confidence would be restored, our manufacturers would again resume, and in a short time prosperity would be abundant.

Our raw material is rough lumber.

Our goods are necessities.

Eight per cent is the ruling rate of interest.

Immigration has affected our business but little.

We employ about two-thirds skilled labor.

Reduction of duty affecting us will have to be met principally by a lowering of wages.

We employ from 7 to 15 men directly and often more indirectly.

Wages now range from \$1.25 to \$1.80 per ten hours, formerly \$1.50 to \$2.50.

We are working forty-eight hours per week.

The cost of manufacture has increased; labor has been the principal cause.

We recommend that duties per tariff act of 1890 shall remain the same, excepting none.

No. 3694.

Reply of South Boston Planing Mills, of South Boston, Va., manufacturers of sash, doors, and blinds.

[Established in 1885. Capital invested, \$30,000.]

Yearly value of production from commencement of industry has been as follows:

1885.....	about \$20,000	1888 to 1891.....	\$40,000
1886.....	25,000	1892.....	30,000
1887.....	35,000	1893.....	25,000

Price of goods has been decreasing since 1891.

Run on short time the latter part of 1893, and have not started up mill this year. No demand for goods at profit over cost.

The tariff has no effect directly on our business, as there is no foreign competition.

Domestic wholesale prices of goods are about 20 per cent less now than in 1885. Have no foreign and very little domestic competition.

We are not producing as much as in 1892.

Tendency of wages during past twelve months has been lower.

The cost of living of family of skilled workman is about \$360, if he rents his house; if not, \$240.

Cost of living about the same.

Present depression is due to want of confidence; don't know any remedy except to settle on some financial and tariff plan, and stop changes for at least ten years.

Our raw materials are lumber (pine).

Our goods are necessities.

We pay the rate of 8 per cent on loans.

No proportion of goods exported.

Our labor is 33½ per cent skilled.

Will not be affected by reduction of duty on goods.

Immigration does not affect us.

Cost of production since 1883 has increased; up to 1893 the decrease has been in labor.

Selling prices since 1890 have decreased.

No consumption by us, directly or indirectly, of products of agriculture.

None of our component materials are dutiable.

There would be no necessity of duty on manufactured articles with free raw material.

Wholesale prices have been same since 1892.

We manufacture building material, and do a contracting business, such as building houses, etc.

No. 3695.

Reply of McCrary Bros., of Bristol, Tenn., manufacturers of sash, doors, blinds, etc.

[Established in 1879. Capital invested, \$30,000.]

We have not run full time for the last two years, and we attribute the cause to the general financial panic and business depression all over the country.

In our line we pay very little duty on any goods, as we use almost exclusively home materials.

Free lumber will not affect us in any way, as we are now making goods just as cheap as any market in the world can produce them. Goods in our line are much cheaper now than they have ever been, and they have continually diminished in prices for the last ten years, and we attribute this to the home competition and the many very great improvements in machinery.

In our opinion the above not only applies to our line of manufactured products, but to almost all goods made by the American people. This cry of "protect our infant industries" is one that comes from those who wish to make the poor poorer and the rich richer, and from the party who is the friend to the millionaires and seeks to devise laws to protect the so-called infants. Our so-called infant industries are no longer infants, and with our advancement in machinery and our gift as inventors we say that the Americans can easily compete with any nation in nearly all of the manufactured products and necessities of life.

The price of living is now very cheap, owing to the low prices of breadstuff and all goods made by the Southern and Western farmers. The cost of same will always be regulated by the demand and supply of the country, and the tariff, in our opinion, will be a small factor in the case. With wearing apparel it is different, and we think that our manufacturers of clothing generally should be forced to come into competition with other nations and thereby leave more money in the pockets of our common laborers and less in their own pockets.

We are compelled to pay 10 to 15 per cent interest on all loans, which is extortionate and ridiculous, and caused by the value of money being higher than everything else, which of course is caused by laws that were made to favor the millionaires.

We employ 20 to 30 workmen and pay them from \$1 to \$3 per day, owing to their ability and skill. They work ten hours per day or sixty hours per week.

Further, we will say that we think relief will come to all the business world, times will be better, many of the now unemployed will go to work at good wages, and the feeling of confidence will be restored, when Congress and the Democratic party do their duty and do just what the people of this nation requested them to do with their ballots

in 1892, to wit, stand by the party platform and repeal the tariff and give us a tax for revenue only. We feel assured that we voice the true sentiments of seven-eighths of the good people of this country in saying this, and we are satisfied that you and your associates will be heartily indorsed when you do this duty and not till then; and we fear that a failure of a Democratic Congress, a Democratic Senate, and a Democratic President to repeal the tariff and stand by the party doctrine will result disastrously to the party, and thereby further injure the nation and the laboring classes.

No. 3696.

Reply of J. F. Meyer & Co., of Hannibal, Mo., manufacturers of sash, doors, and blinds.

[Established in 1882. Capital invested, \$30,000.]

Yearly value of production from commencement of industry has been as follows:

1882 (5 months)	\$6,723.36	1888	\$21,670.46
1883	24,535.58	1889	26,303.90
1884	26,335.00	1890	33,488.34
1885	22,766.78	1891	31,564.74
1886	16,045.67	1892	40,563.97
1887	25,031.20	1893	32,890.62

We have run full time up to December, 1893; run about one-fourth time since, and at present are shut down. The outlook is very poor. Prices have dropped so low on sash, doors, and blinds that there is not much encouragement to do much until the business of country adjusts itself.

I do not think we are affected by duty on our goods.

Discount on sash, doors, and blinds, 1884, 45 per cent; doors and blinds, 1890, 50 per cent; glazed sash, 1890, 65 per cent; doors and blinds, 1892, 50 per cent; glazed sash, 1892, 65 per cent; doors and blinds, 1894, 58 per cent; glazed blinds, 1894, 68 per cent. Moldings, 1884, 55 per cent; 1890 to 1893, 60 per cent; 1894, 60 and 5 per cent.

There has been increased domestic competition in our line of manufacture.

We are not manufacturing as many goods as we were in 1892. The reason I lay to the depression of the last six months of 1893.

Wages have been about same in 1890 to 1892.

Cost of living of family with 4 children, \$10 to \$12 per week.

The cost or price of living in the last four years I do not think has changed to any extent.

In my opinion the cause of the present depression in trade is the tariff. If Congress would pass resolutions to let the tariff alone for two or three years business would soon revive again.

Our goods are necessities.

Rate of interest is 7 to 8 per cent on loans.

We employ about 95 per cent skilled labor.

Reduction of duty on goods must be met by reducing wages.

We employ 25 to 30 men and 3 or 4 apprentices. They are employed ten hours per day.

Foreign articles do not enter into competition.

We do not export.

Our selling prices have decreased since 1890.

In regard to raw material free, it would not make much difference in our line, as we use lumber, window glass, paint, and putty. I do not think the duty makes much difference on these articles, as they are not imported.

Doors and blinds at wholesale were selling at 10 to 12 per cent less in 1890 to 1892 than they were in 1884; glazed sash about $33\frac{1}{3}$ per cent less, and prices have decreased since 1892, in the latter part of 1893, caused by depression of trade.

I do not think our existing rates of duty need much change for the good of the country.

No. 3697.

Reply of Waddel Wooden Ware Works, of Greenfield, Ohio, manufacturers of wooden ware.

[Established in 1893. Capital invested, \$30,000.]

During July, August, September, October, November, and December, 1893, we run with reduced force and worked but eight hours per day.

We have an increase in domestic competition.

We desire a specific duty.

The tendency of wages have been downward during the past year.

It costs \$1 per day for two persons for ordinary workmen; \$2 for skilled workmen, who live better, because they can afford it.

As to the present law regarding importations, we have given it no attention, never climbing a mountain until we reach it. If we have to compete with imported goods we will do it. How? By reducing wages of our workmen and paying less for raw materials, wood, iron, and tin.

As to whether there has been an increase or decrease in cost of living, provisions are now as high, but the people are cutting potatoes in four pieces, when formerly they got the meal in a whole jacket.

The cause of depression has been the loss of confidence in the Government; want of confidence in manufacturers by bankers; a non-business Congress worrying the life out of business by delay and their threatening attitude toward the industries of this country. Correct it by leaving the tariff alone and giving it a fair trial, and do this at once.

Our goods are necessities.

One-tenth of my labor is skilled.

We pay 8 per cent on loans. Two years ago we paid 6 per cent.

We employ 36, and pay skilled, \$2.50, \$2, and \$1.50; ordinary, 75 cents to \$1.15. Sixty hours per week are our hours for labor.

No foreign articles enter into competition with us.

A trifling amount of our goods are exported. We realize a less price than from domestic sales, and the business is unsatisfactory and not solicited.

The cost of manufacture has decreased only in cost of labor since 1883.

Our selling prices have decreased.

We pay no duty on anything except tin plate.

We would recommend a high protective tariff for all goods manufactured in United States. All others, not produced here, free.

No. 3698.

Reply of C. L. Russell & Co., West Swanzy, N. H., manufacturers of pails, buckets, tubs, etc.

[Established in 1876. Capital invested, \$30,000.]

We manufacture about \$40,000 worth of pails and buckets and tubs yearly. The price has varied different years on account of demand and supply.

We have run full time for last two years, with exception of about two weeks in January, 1894.

Do not know that our goods come into competition with any foreign manufactures, but some might come from Canada if whole duty was taken off.

Do not think it would make any difference if the duty was reduced one-third.

Think the price of our goods was about the same in 1884 and 1890, and 10 per cent less in 1892, and about 10 per cent less now than in 1892.

There has been an increase in domestic manufactures in four years.

Think ad valorem duty advisable.

We manufacture about three-fourths the amount of goods that we did in 1892.

Wages are about 10 or 15 per cent less than twelve months ago.

Do not think there are any imported.

The price of living has decreased.

The depression is due to overproduction and probably several other causes. Keep on a sound currency basis, and revise the tariff as soon as possible, so that people will know what to depend upon.

Three-fourths of our material is raw.

Should call our goods necessities.

We pay 6 per cent when we borrow.

Do not think immigration has any direct effect on our business.

Think our labor is about three-fourths skilled.

We employ about 40 men; wages about \$2 per day for skilled labor.

Our hours of labor are fifty-nine per week.

Foreign articles of like kind do not enter into competition.

We do not export any. About one-fourth of our goods are exported, after being filled with lard.

The cost of manufacture has decreased.

Both labor and material have decreased.

Selling prices have decreased.

We do not buy anything that is imported.

Do not think it would make any difference whether raw material used in our business was free or not, as we use mostly lumber that grows in this country.

Do not think it will make any difference with business in general whether the tariff is lower or not, but think it is advisable to revise it as soon as possible so that people will know what to depend upon, and stop the "tariff howl."

No. 3699.

Reply of S. S. Redifer & Co., of Philadelphia, Pa., manufacturers of lasts and sole patterns.

[Established in 1853. Capital invested, \$30,000.]

We were busy beyond our capacity from October, 1892, to May, 1893, since which time our production has been only about one-third our capacity, owing to the depression in the shoe trade. The shoe manufacturers are not busy and are not putting in many new styles, consequently we are getting few orders.

There has been a greatly increased domestic competition in our trade during the last four years, which has reduced the selling price of lasts without a corresponding decrease in the cost of production.

We are not producing as much now as in 1892. We are dependent on the shoe manufacturers, and when they do not want new styles we have little to do. From September, 1892, to May, 1893, the shoe manufacturers overstocked the market. Since then the retailers have been trying to reduce their stocks and have ordered lightly.

We have made no change in the rate of wages during the past twelve months. Since last June we have paid out more in wages alone than the goods produced during that time were worth.

The price of living in this neighborhood appears to be about the same as four years ago. Some things are cheaper, but it seems that the price of meats and of good woolen clothing is higher.

In the writer's opinion the present depression in trade is due primarily to the financial stagnation of last summer, which was intensified by the evident desire of some Republican writers and speakers to create a scare for political effect. The continuance of the depression is the result of uncertainty as to the effect of the new tariff law and the direful predictions of the opponents of that measure. Trades not affected by the tariff suffer in sympathy with those that are.

It is natural, in going from a lower to a higher tariff, that business should be temporarily stimulated until overproduction causes a reflex action. The tariff of 1890 so stimulated production that when the present difficulties began one year ago the country had on hand by far the largest stock of goods in its history, and in consequence of this glutted condition of the market buying was discontinued at the first fright.

It is also natural in going from a higher to a lower tariff that business should be temporarily depressed, because merchants want to keep their stocks low until after the new tariff goes into effect, in the hope of getting new goods for less money.

A return to the normal condition of affairs can not be effected until the tariff question is settled, so that buyers may be able to place orders with some certainty.

The principal raw materials used in our business are last blocks of persimmon and maple wood, galvanized sheet iron, and a kind of cleaned sheet iron known as "last iron."

Our goods are necessities to shoe manufacturers.

We pay interest at the rate of 5 per cent on a mortgage, and 6 per cent on what notes we have discounted.

We have heard that a last manufacturer in New York City employs some Italian labor.

All our men are skilled in some particular branch; it would probably be about right, though, to say that about nine-tenths of our labor is skilled.

We employ from 17 to 22 hands. We pay from \$12 to \$18 per week for skilled labor. Pieceworkers with steady work can average from \$14 to \$25 per week. On regular time we work fifty-three hours per week.

Foreign-made lasts do not enter into competition with ours excepting to a slight extent, those made in Canada.

We do not export anything worth talking about, but, if we did, we should charge full price.

The cost of manufacture has decreased some since 1883, due to introduction of improved machinery and methods.

Wages are a little higher; materials about the same.

Selling price has decreased since 1890.

The principal domestic productions we use are about 60,000 persimmon last blocks, 7,000 maple last blocks, 6,000 pounds sheet iron, 100 tons coal, 200 gross block-fasteners, and 600 pounds last nails.

A small duty would sufficiently protect our goods.

In 1884 prices averaged about 10 per cent off the list; in 1890, about 15 per cent, and in 1892, about 20 per cent. They are lower now.

No. 3700.

Reply of Stearns Manufacturing Company, of Los Angeles, Cal., manufacturers of wood and iron work.

[Established in 1874. Capital invested, \$30,000.]

We manufactured general wood and iron work up to 1892; since then woodwork only, such as architectural, office work, and furniture. In 1892, sales were about \$45,000; 1893, about \$25,000. Force was reduced constantly during the year; at present it is down to 10 men and running about two-thirds of the time; profits have been reduced to nothing and we are drawing on our capital to meet expenses.

No duty is necessary on any of our goods that we make.

From 1884 to 1890 prices declined; advanced fairly up to 1892; steady decline since. Others start in my line from the fact that they are driven out of theirs. Seeing us running steadily they thought there was great profit in lines they knew nothing about.

We desire specific duties; ad valorem is too liable to fraud.

As trade looks now we shall not do one-third the business of 1893.

The tendency of wages is down, paying about 50 per cent of 1892 scale; where we paid in 1892 \$2.50 to \$3 we pay \$1.50 to \$2.25, and are overrun with applicants. Men are plenty, of all trades, at whatever we would give them. They all seem to use their wages and wear poorer clothes from day to day.

The existing law on imports should have been raised so as to meet current expenses, at least. Bonding will never get us, as a nation, out of debt, nor will it get individuals out of debt. Lower wages or lower profits only cripple our ability to pay debts, as it takes double as much of either to meet obligations as it did in 1891 and 1892.

No. 3701.

Reply of the Reliable Furniture Manufacturing Company, of Baltimore, Md., manufacturers of furniture.

[Established in 1888. Capital invested, \$28,600.]

Annual amount of production from July 1, 1888, to July 1, 1889, \$30,641.43; to 1890, \$55,333.49; to 1891, \$72,219.58; to 1892, \$66,173.87; to 1893, \$69,571.03; for the six months from July 1 to January 1, 1894, \$37,778.76. Cheap and medium oak and poplar furniture are our products.

Have not been running less than full time during the past two years.

There is no furniture of the kind we manufacture imported to our knowledge.

There has been increased domestic competition.

We are manufacturing as many goods as in 1892.

In our factory the wages have remained the same.

Price of living remains about the same.

Cause of present depression is the financial disturbances. Remedy is a monetary system with gold as a standard.

Our raw materials are wood, glass, iron, steel, shellac, turpentine, etc.

Our goods are necessities.

We pay 6 per cent on loans.

Immigration has no effect on our business.

Our labor is two-thirds skilled labor.

We employ 69 people. Average wages are \$12 per week. They work sixty hours per week.

We have no foreign competition.

Practically none of our goods exported.

Cost of manufacture has decreased about 25 per cent since 1883 by the introduction of improved machinery.

Selling prices have decreased slightly since 1890.

Glass is the material used in our manufacture on which we pay a duty.

 No. 3702.

Reply of Troy Carriage Sun Shade Company, of Troy, Ohio, manufacturers of carriage specialties.

[Established in 1888. Capital invested, \$25,000.]

The manufacture of carriage sun shades was started in 1888 in a limited way, as it was a new article and had to be introduced. Since that time we have added several articles to the business, such as canopy tops and large umbrellas, and other accessories to the carriage trade. The quantity and value of goods turned out by us have increased each year. For 1893 our production was a little over \$50,000, and would have been much more had trade in the carriage line continued prosperous; but after July 1, 1893, the carriage business as well as our own dropped off almost entirely.

We usually run full time ten months in the year, and did so until 1893, when we shut down partially after July 1, and discontinued almost entirely after September 1. Our usual time for beginning for

the season is December 1; but this year we did not start up until January. The reason for this inactivity is that there was no demand for our goods, as the carriage trade was almost entirely suspended. Our business depends very largely upon the business of the carriage manufacturers.

We might say that we do not come in competition with any foreign goods.

The prices on our goods have varied very little from 1890 to 1892.

There has been an increased competition in domestic manufacture.

We are not manufacturing as many goods as in 1892. The demand for our goods is not as great up to the present time as it was in 1892.

Wages have been about the same during the past twelve months.

We have no difficulty with the existing law.

There has been but little change in cost of living. Flour is cheap; other produce is slightly increased.

The anticipation of a change in the tariff has caused depression in trade. Manufacturers are unable to determine what basis to go on, and nearly all manufacturing interests in this country are affected indirectly by any legislation that affects any part of them, as one depends upon the other for supplies in manufacturing their particular line of goods. As to the remedy, let the present tariff laws remain in force for the next ten years.

Our goods are luxuries.

We pay the rate of from 6 to 7 per cent on loans.

Concerning effect of immigration: None directly, but indirectly it may have. We are opposed to promiscuous foreign immigration.

About 50 per cent of our labor is skilled.

If we are compelled to make our goods at a lower price it will be necessary for us to reduce wages or buy material cheaper; perhaps both.

We employ from 30 to 40 people; about two-thirds are women. For ordinary labor we pay from \$1 to \$1.50 per day; for skilled labor, from \$2 to \$2.25 per day. Our hours of labor are sixty per week.

Not to any extent do foreign articles compete with ours.

We export very few goods; all goods of this kind are sold at the same price as domestic.

Cost of manufacture has slightly decreased since 1888 in both materials and labor.

Our selling prices have decreased.

All of our stock for manufacturing our goods is of domestic production, with the exception of a small amount of dry goods which are imported, and which we buy delivered at our factory.

Do not see the need of any change of existing rates of duty.

No. 3703.

Reply of Prouty & Glass Company, of Wayne, Mich., manufacturers of buggies, wagons, and sleighs.

[Established in 1889. Capital invested, \$25,000.]

Amount of production in 1890, \$56,000; 1891, \$64,000; 1892, \$82,000; 1893, \$91,000.

We have not run less than full time in past two years.

Wholesale prices: B grade buggy, 1890, \$60; 1892, \$55; 1893, \$50.

Competition in foreign articles has increased during past four years.

We are manufacturing more goods than we were in 1892.

Wages have decreased in past twelve months.

Price of living has decreased—should say 10 per cent—in past four years.

Cause of depression: Tariff agitation. Let the tariff alone.

Our goods are necessities.

We pay the rate of 7 per cent on loans.

Immigration has no effect on our business.

Seventy-five per cent of our labor is skilled.

We employ 50 to 75 persons; ordinary, \$1 to \$1.25; skilled \$1.50 to \$3. They work sixty hours a week.

Cost of manufacture has decreased since 1883.

The decrease has been in materials and labor in last half of year 1893.

Selling prices have decreased since 1890.

We suggest letting the laws alone in regard to rates of duty.

No. 3704.

Reply of J. H. Nudles & Son, of Atlantic, Iowa, manufacturers of vehicles.

[Established in 1869. Capital invested, \$25,000.]

Average production is about \$20,000 worth of wagons and buggies per year.

We ran less than full time last year on account of lack of work.

Foreign productions do not form any competition in our line of finished work.

Duty does not affect us.

Goods are now 25 per cent cheaper than in 1884; there has been a gradual decline.

There has been a large increase in domestic competition, none in foreign.

We desire a high specific duty, so high it would be absolute prohibition.

We are not making so many goods as in 1892, for the reason that there is not the demand.

Wages are gradually going down.

Workmen can live on an average of \$35 per month when no rent is paid.

We have no difficulty in construing the existing laws as regards importations.

Cause of depression is, in my opinion, distrust in what they fear the successful party is going to do with the tariff. Let Grover and the rest of the Democrats come out with a positive declaration that they will make a higher (not lower) tariff on every article that can be produced in our country, and all articles that can not be produced in our country free, thus giving a new impetus to factories and new enterprises, that will naturally draw from the factories that are now giving us an overproduction on some things, and making articles which we now import. You will then give employment to more of our labor and keep our money at home, giving us a chance to earn that same money again.

Our raw materials are iron, lumber, cloth, and leather.

Our goods are both necessities and luxuries.

We pay 8 per cent on long and 12 on short loans.

Immigration does not affect us directly.

All mechanics are skilled laborers.

We do not propose to meet reduction of duty; if they go any lower than we are now we will turn our business into something else—may be buy and sell the imported article. Do not think it would benefit our country, though.

We employ 11 men; no boys or girls.

They work sixty hours per week.

No foreign articles enter into competition here.

None of our goods exported.

Cost of manufacture has decreased about 25 per cent since 1883. The decrease has been in material.

Selling prices have decreased since 1890.

None of the agricultural products are consumed in our manufacture.

Think it would be better to have duty on both the raw and manufactured article.

Make the duty on all goods, both raw and finished, so high it would be absolute prohibition for articles that be produced in the United States or her territory; on all things that can not be produced in this country let in free; you will then solve the problem, which, I think, you are after—that is, the greatest good to the greatest number—and you will then accomplish just what you were elected for. Pay no attention to district, or North or South, East or West. If a thing can be produced in this country let us produce it, and not some half-starved foreigner who is living on food that you and I would not feed our dog. Give employment to American labor should be our duty, and when you do that successfully you will have but few anarchists and but few dissatisfied Americans. I am a red-hot Republican for this and only this reason.

No. 3705.

Reply of Oakland Carriage Company, of Oakland, Cal., manufacturers of carriages.

[Established in 1887. Capital invested, \$25,000.]

We have approximately 500 jobs annually. Largest business was in 1889, 1890, 1891.

Since January 1, 1892, have not run over half time. This was partly caused by assignment and settlement proceedings in spring of 1892; mainly caused by increasing lack of demand for goods for five years past.

Our American vehicles are unlike foreign vehicles. Many are now cheaper than foreign vehicles. Reduction of tariff on cloths, silks, plate glass, and hides would benefit us.

We would have to reduce cost of materials half of what you reduce tariff, or 15 per cent. Balance would be more than made up in transportation, which in case of foreign carriages would be large as they are bulky and ship at high rates.

Buggies that sold for \$135 to \$150 have fallen to \$105 and \$120. Costs of our make have fallen steadily from \$26.50 to \$21. Others in proportion.

Competition has increased.

Output of goods now, compared with 1892, is small; we can't sell.

Tendency of wages during past twelve months has been rapidly downward.

Cost of living has decreased in four years.

The depression is due to overproduction of manufacturing goods; low-price agricultural products; general loss of confidence in all stock, investments, etc.

Our raw materials are iron, steel, woolen cloths, leather, lumber.

Our goods are both luxuries and necessities according to price and demand.

We pay the rate of 10 per cent per annum on commercial, 8 per cent on land.

Effect of immigration is bad. Foreign labor in the hands of largest manufacturers, where it can be worked under an interpreter, is a great damage to smaller men in the business.

We average \$1.85 per day for about 20 hands.

Our hours of labor are 60 per week.

Cost of production has decreased since 1883. The decrease has been in both labor and materials.

Selling prices since 1890 have decreased.

We think no duty on manufactured goods is necessary with free raw material.

We believe the present House bill is made on the right general plan.

No. 3706.

Reply of Birdsall, Waite and Perry Manufacturing Company, of Whiteney Point, N. Y., manufacturers of carriages and sleighs.

[Established in 1872. Capital invested, \$25,000 to \$35,000.]

Amount of production has been from \$10,000 in 1872 to \$110,000 in 1893. All sleigh work until 1887; since then about evenly divided between carriages and sleighs.

In fall of year we always run between daylight and dark.

Domestic prices in 1884 to 1890 decreased 10 per cent; in 1890 to 1892, 10 per cent; between 1892 and present time, no change.

Domestic competition has increased.

We are making as many goods as in 1892.

There has been no change in wages in the past year.

Price of living has decreased in past four years.

Cause of depression is changes in tariff. Have a tariff for a certain number of years, without changing so often.

Our raw materials are lumber, coal, iron, and woolen goods.

Our goods are both necessities and luxuries.

We pay the rate of 6 per cent on loans.

No effect on our business from immigration.

Our labor is 50 per cent skilled. We employ on an average 65 men; ordinary, \$1.25 per day; skilled, \$2 to \$3 per day.

Nearly all the year sixty hours per week.

Not to exceed 2 per cent of our product is exported.

Cost of manufactures has decreased somewhat since 1883, say 10 per cent.

We desire free raw materials.

No. 3707.

Reply of Salisbury Manufacturing Company, of Salisbury, Md., manufacturers of fruit packages and baskets.

[Established in 1889. Capital invested, \$25,000.]

We average \$27,000 per annum.

The use of our goods being limited to about six months in every season, we run only about half the time.

Apart from wire and nails, of which we use about \$2,000 worth per annum, our material is of local supply and is unaffected by tariff.

The usual wages for unskilled labor in this town, where in the several factories an aggregate of about 350 to 400 men are employed, is 10 cents per hour, or \$1 per day for men, and proportionately for lads and boys. These have been the wages for past five years.

Expenses of living are small at all times here, with certainly no increase in four years.

The cause of the present depression is uncertainty as to tariff, mainly; bluff on part of protected industries, with view of coercion; and the silver question. The remedy is action on Wilson bill, now that the silver question is substantially disposed of.

Seventy per cent of our raw material is pine and sweet-gum timber. Our goods are necessities.

We pay 6 per cent on loans.

Immigration does not affect us.

We employ no skilled labor.

We employ, say an average of 80 men and 50 lads, 16 to 20 years old. Our hours of labor are sixty per week.

We have no foreign competition. None of our goods are exported.

There has been no change in the cost of manufacturing since 1883.

In the interest of the community at large we, in common with the representative men of this vicinity, indorse the Wilson bill, including income tax.

No. 3708.

Reply of Gray & McLaughlin, of Zanesville, Ohio, manufacturers of furniture.

[Capital invested, \$25,000.]

Annual amount of production is about \$60,000.

We have not run full time since last May, and it is the first time this has happened since 1884. In 1891 and 1892 and spring of 1893 we ran twelve hours per day with 50 hands, now we are running eight hours per day and 30 hands at work, with prospect of shutting down soon. We think the reason is this tariff tinkering.

There has been an increased domestic competition in the past four years.

We are not producing as many goods as we were in 1892, and the reason is the people have not got the money to pay for them, because they have not the work to earn the money.

The tendency of wages for the past twelve months has been down, whereas before it was up, because there is more labor in the market than there is a demand for.

The price of living has not changed very much in the past four years, except there are more bankrupt sales that the people can take advantage of.

Cause of present depression, the attitude of the present administration and Congress on the tariff bill; let the President say that he would not sign any bill changing the present tariff bill and we think the times would change for the better, and confidence would be restored.

We pay 7 per cent on loans.

Reduction of duty on goods must be met by reducing wages.

Cost of manufacture has increased since 1883. The increase has been in labor. Selling prices have decreased.

We pay a duty on looking-glass plates; they are more than 30 per cent lower than when the tariff was put on them.

Let the tariff bill alone and then the people will get to work.

No. 3709.

Reply of Geo. Spratt & Co., of Sheboygan, Wis., manufacturers of furniture.

[Established in 1889. Capital invested, \$25,000.]

We manufacture chairs. Each year till 1893 sales increased 25 per cent over the year previous. In 1893 we just about held our own.

Have run full time during 1893, but previous to 1893 used to run at certain seasons of the year extra time.

Chairs are sold for less money now than they were in 1890 or 1892, about 7 to 10 per cent.

There has been an increase in competition, but do not think the increase was in excess of increase of population.

Duty does not affect us.

We are not manufacturing as many goods as we were in 1892, because there is a general depression in business and the consumers are not buying this class of goods. Hence we are unable to sell as many chairs to the dealer. Any depression in business affects the furniture trade more readily than many other branches of business.

I have been employing labor for twenty-five years. Labor since 1884 has been slowly but steadily advanced. In 1892 I was paying 25 per cent more for labor than I paid in 1888 or 1884, but since June, 1893, the bottom has fallen out and I can hire men as cheap as I could get them during the palmy days of James Buchanan in 1857. I can hire them 50 per cent less than I could one year ago, but there is no demand for our product and hence can not give them employment.

Some families will live better on \$250 per year than other families will on \$500 per year. For the past eight or ten years the cost of living here in Wisconsin has been just as low as it was in 1857 or at any period prior to 1860.

As to difficulties in construing existing law—no, not particularly. This I will say, however: Give us a high protective tariff on every article we can make here; anything that we can not make here, admit it free of duty. Protect our labor, gentlemen, in this country, and I firmly believe the country will be prosperous. I had rather pay in our business \$1.50 or \$2.50 per day than be able to hire men for 90 cents to \$1 per day. On the former price business is good, while on the latter,

exceedingly dull. As far as the manufacture of chairs or furniture is concerned, the tariff cuts no figure, as we can make this class of goods as cheap as it can be made in Europe; but it is the general prosperity of the country that makes success in this line. Now, which is the best protection or free trade? The very thought of the latter has closed one-half of the industries of this country.

No. 3710.

Reply of E. A. Platter & Sons, of Anderson, Ind., manufacturers of wood pumps and fixtures.

[Established in 1865. Capital invested, \$25,000.]

From 1865 to 1881 our output averaged \$4,000 per annum; 1881 to 1887, \$13,000. Sales in 1887, \$24,000; average yearly sales since 1887, \$17,000.

We have been running short time since last December on account of dull business.

We are selling almost nothing, but are piling up stock.

Do not think that tariffs have any effect on our line of products, outside of any legislation which affects adversely the general prosperity of the country.

Wholesale prices 1884, 40 per cent off; 1890, 60, and 5 per cent off; 1892, 60, 5 and $2\frac{1}{2}$ per cent off; 1893 and 1894, 60, and 5 per cent off. These are averages.

There has been increased domestic manufacture. Do not know of any foreign competition.

We are producing more goods than in 1892, but are not selling as many.

We have increased our payments or wages to workmen during the past twelve months.

With the exception of 2 or 3 of our workmen, do not think they save anything, so it all goes for living cost and what else they choose.

Do not know the existing law in regard to our products.

Cost of living has increased to small extent. Country produce is higher than formerly.

Cause of depression: Adverse tariff legislation and uncertainty. Our remedy: To protect all products produced in the United States to such an extent that old or better wage-scales may be maintained.

Our raw material, timber on stump. Most persons consider our goods necessities.

We pay 8 per cent interest on loans when we borrow.

By immigration population is increased and the demand for all goods also.

We employ 50 per cent skilled labor.

If affected by reduction of duty we shall have to cut expenditures in every way. Our profits are now to as fine a point as we can stand.

We employ 15 men, wages ranging from 25 to $12\frac{1}{2}$ cents per hour.

They work now fifty-four hours per week.

We export nothing.

Increase in cost of manufacture.

Increase is in material.

Decrease in selling prices.

We use no agricultural productions except timber. Other productions used are paints, castings, etc., to value of \$3,000 per annum.

Our raw material is all domestic.

Timber has increased in price and other things have decreased since 1884.

Have no changes to recommend in our business as regards existing duties.

No. 3711.

Reply of Henry L. Albee & Co., of Boston, Mass., manufacturers of folding beds and bedding.

[Established in 1865. Capital invested, \$25,000.]

We manufacture folding beds and bedding. In 1892 our product of folding beds was about \$50,000; bedding, \$25,000.

The last half of 1893 and all of 1894, so far, are running on three-quarters time.

We account for a lessening demand by increased competition from Western manufacturers and general hard times.

The tendency of wages has been downward for a year or more.

The average cost of living of our skilled labor is \$14 per week.

The cost of living has decreased (except rents) the past year. Do not know percentage.

Selling price of all goods has decreased the past year. A less demand and increased competition are the causes.

For skilled labor, male, we pay (average) \$15; female, \$9 per week, all the year through until this year. We employ about 35 persons.

We use plushes and glass mirror plates that are to some extent imported goods, but are bought of importers.

No. 3712.

Reply of Joviti Pinard & Son, of St. Johnsbury, Vt., manufacturers of furniture and packing cases.

[Established in 1879. Capital invested, \$25,000.]

The value of our production is from \$25,000 to \$75,000 per year, of bedsteads, packing cases, and furniture.

We have been running less than full time during past two years, but never before the present tariff was enacted.

We used to run night and day. Part of season 1892 we ran three-quarters time, and so the past year.

We do not desire any duty on our goods. We could sell the goods we make in Canada, if there was no duty in that Dominion, and get better prices than in United States.

Reduction of duty would make no reduction in cost except the big item of cost of lumber.

There has been a large increase in competition in our manufactures during past four years.

We do not desire either specific or ad valorem duty.

We are not manufacturing as many goods as in 1892.

Wages have decreased during past twelve months.

Cost of living is from \$30 to \$50 per month, say family of 8 persons.

We have no difficulty in construing the existing law.

Price of living has remained nearly same during past four years.

Cause of present depression is want of freer trade. The tariff has hurt us.

Our raw material is lumber. Principal cost is in lumber.

Our goods are necessities.

We pay 6 per cent interest on loans.

Immigration does not affect our business.

Two-thirds of our labor is skilled.

If lumber is free we will take care of the rest.

We employ from 20 to 30 persons, mostly skilled men; a few at \$1 per day, rest from \$1.50 to \$2.75.

Our hours of labor are fifty-nine per week on full time; now forty-eight.

Foreign articles do not enter into competition.

We do not export, except a few sets to Canada; no less price than domestic is realized.

Cost of manufacture has decreased largely. Machinery did it.

Selling prices have decreased 15 per cent at least.

We do not consume agricultural products except to feed families of our men.

The component material of our manufacture is lumber.

As to necessity of duty with free raw material, if raw materials were free there would be no necessity for customs duty.

Wholesale prices have decreased 10 per cent.

No. 3713.

Reply of H. C. White & Co., of North Bennington, Vt., manufacturers of writing desks.

[Established in 1870. Capital invested, \$25,000.]

Amount of production in 1890, \$40,000, \$42,000 in 1891, \$47,000 in 1892, \$42,000 in 1893.

We did nothing from October 1, 1893, to February 1, 1894; could not sell anything and are only working half our men now.

To place domestic production on an equal footing with the foreign product the rates of duty should be 45 per cent.

In regard to reducing the rates of duty one-third, we could not possibly meet it in any way. Our help could not stand such a reduction in wages and there is no other way to reduce the cost of manufacture.

The best selling style of writing desk was sold in 1884 for \$9 per dozen; we are to-day offering a better desk for \$5.50 per dozen.

Foreign competition has increased in the past four years.

We are not making as many goods as in 1892; can't sell them.

All wages of skilled workmen have fallen.

Cost of living for one family of 6, man and wife and four children, rent, \$7; groceries, \$20; coal and wood, \$8 per month; clothes and other expenses, \$7 per month. The man only earns \$10.50 per week and is always behind.

Price of living has remained about the same in the past four years.

Tariff agitation is cause of present depression.

Our raw materials are plate glass and lumber.

Our goods are luxuries.

We pay the rate of 6 per cent.

About two-thirds of our labor is skilled.

Reduction of duty on goods must be met by cutting of wages.

We employ about 40 men. Skilled labor get from \$9 to \$18 per week; common labor, \$1.25 per day. Boys and girls, \$5 per week. We usually have about 15 boys and girls.

Our hours of labor are sixty per week.

Foreign competing articles, German and French, are much cheaper.

Small portion of our goods is exported. Get same price as here.

Cost of production has decreased some since 1883.

The decrease has been in both material and labor.

There has been a decrease in selling prices since 1890.

Free raw materials won't help us any to speak of.

In 1884 we sold desks for \$9 per dozen. The price has fallen every year, has fallen about \$1.50 per dozen since 1890.

There should be a duty on writing desks of 45 per cent to protect us. We formerly did a large business and sold over 10,000 desks per year; Did not sell 3,000 in 1893.

I think the duties are 35 per cent; the tariff of 1890 did not raise it any.

No. 3714.

Reply of ———, of ———, manufacturers of reed organs.

[Name and location withheld by request.]

[Established in 1850. Capital invested, \$25,000.]

Amount of production about 1,800 per year; value of product, \$90,000 per year, for last ten years.

We have been running full time.

We are not anxious for any heavy duty; 25 per cent is enough. Our growing market is in foreign lands.

Prices have been gradually lower, in the way that we are giving a much better article for the same money than in the past.

Domestic, especially Western, competition is stronger each year and it is conceded under present conditions we can not build organs as cheap in the East as in the West.

The year 1893 showed a decrease in production from 1892, caused by absence of trade from June to October. What caused it?

We notice no material change in our wage rate.

Our raw materials are lumber and coal.

Our goods are luxuries.

We pay the rate of 6 per cent on loans.

A great number of foreigners are employed in our trade.

About one-half of our labor is skilled.

We are ready for reduced rates.

We employ about 70 men and average pay \$1.75 per day. Runs from \$1 to \$4 per day.

Sixty per week are our hours of labor.

We export about 20 per cent of our goods. We sell no lower than at home, and competition is hot enough.

Our prices are lowering each year.

We are in favor of a freer trade.

No. 3715.

Reply of Geo. W. Lamb & Son., of Poughkeepsie, N. Y., manufacturers of sash, blinds, and doors.

[Established in 1860. Capital invested, \$25,000.]

About \$25,000 and sometimes less per year is the amount of production.

Last year and this year for want of work we ran less than full time.

Have noticed no effect from tariff on goods in our line at any time.

Domestic prices are about same, or probably a little more than up to within six months past.

Competition has increased.

We desire no duty.

We are not producing as many goods as in 1892, and we think it is for lack of confidence, by not making a quick settlement of what the present administration is going to do.

Lower wages for past six months.

The estimate on cost of living for a year for several of our skilled workmen is \$350 to \$400 for living, \$100 for clothing, \$150 for other expenses.

We have no suggestions as to existing rates of duty.

No. 3716.

Reply of Brown & Garber, of Washington, D. C., manufacturers of sash and doors.

[Capital invested, \$25,000.]

The past two years have been exceedingly trying to trade in this section, due to the unsettled condition of the financial world, and there has been but little money expended here in public improvements.

The U. S. Government has very sorry accommodations, and the business of the port is worthy of some attention from the General Government. Private enterprise has given us an increased depth of 4 feet of water on the bar by the use of dynamite, and the Government has not contributed in any way to aid in the work, which would have cost it millions of dollars to have accomplished by their system of engineering. If you will trouble yourself to look into the matter, we are sure it will interest you and be of benefit to the city.

You doubtless are aware that there is great competition in the yellow pine lumber business, and every new railroad brings more into the field. We are not fully posted on tariff matters, but do not think that the tariff could affect the lumber business in this section.

The legal rate of interest is 7 and 8 per cent by contract.

Our pay rolls average about \$2,500 per week for the mill and contracts, and the rate of wages runs from \$1 to \$5 per day.

No. 3717.

Reply of H. Prinz, of Monterey, Cal., manufacturer of doors, moldings, etc.

[Established in 1878. Capital invested, \$25,000.]

Profit has been fair until this last year.

Have run full time until within the last year, from July, 1893, to February, 1894, on account of slacking business.

Wholesale prices, 1884 to 1892, rough lumber, \$16 and \$17, now \$12 and \$14.

There has been increased domestic competition during past four years.

For my part I want high duty.

I am not manufacturing many goods. There is no business at present.

No. 3718.

Reply of Idaho Lumber Company, of Ogden, Utah, manufacturers of sash, doors, etc.

[Established in 1886. Capital invested, \$25,000.]

My production of sash, doors, moldings, etc., has been \$16,000 yearly.

We have shut down for the last eighteen months.

Tendency of wages during past twelve months has been downward.

The cost of living of families of skilled workmen is about \$14 per week.

Cost of living has decreased during past four years.

Present depression in trade is due to want of confidence and money, and it will take three times as much money of ultimate redemption as we have now in the United States to restore confidence, as property here has fallen one-half through the appreciation of gold, and no one will borrow to invest in any industry, as property is continually depreciating and money appreciating in value; in fact, if this continues, no securities can be realized on and where people have invested \$20,000 and owe \$4,000, it is liable to take all they are worth to satisfy the judgment.

Our goods are necessities.

We pay the rate of 1 per cent per month, and can not be got at that unless you can secure the loan with four to six times that amount of property at present values.

The better class of immigrants build homes for themselves and become good citizens, while the others become a menace and burden to the public.

All of my labor is skilled.

Reduction of duty on goods must be met by quitting business. We can not manufacture with falling prices and appreciating money.

When we worked we employed 30 skilled men at \$3 to \$4 per day; our hours of labor are fifty-four per week.

Cost of manufacturing has decreased from 20 to 40 per cent in both labor and materials since 1883. Lumber has decreased 30 per cent.

Our selling price has decreased in a greater ratio. The money of redemption is gold, eight dollars only to the person. We are lumber dealers and sash and door manufacturers. We do not at present clear enough to pay our taxes and expenses, and have stopped our mill and can not sell our material for what it cost us, or our mill for one-fourth of what it cost.

No. 3719.

Reply of Henry Davis, of Christiana, Lancaster County, Pa., manufacturer of sash, blinds, and doors.

[Established in 1880. Capital invested, \$25,000.]

My yearly amount of production from commencement of industry has been \$15,000 to \$25,000, sash, doors, blinds, etc.

We have never run on less than full time.

I do not compete with foreign goods.

If the rates of duty were reduced one-third no reduction would be necessary on cost of manufacture.

There has been no increase of competition in our line during past four years.

I am producing as many goods as in 1892.

Wages have not changed during past twelve months.

The cost of living of families of skilled workmen is \$400 to \$500 per year.

I have no difficulty with the existing law.

Cost of living has changed very little.

Present depression is due to overproduction and fear.

About one-half of my component materials are raw.

My goods are both necessities and luxuries.

I pay 5 to 6 per cent on loans.

Immigration has had no effect on my business.

Three-fourths of my labor is skilled. I employ 20 men, and pay \$7 to \$12 per week. My hours of labor are sixty per week in summer, fifty-four in winter.

Foreign articles do not compete with ours. None of my goods are exported.

Cost of manufacture has increased about 10 to 15 per cent since 1883, in material mostly. My selling price has increased 5 per cent.

Consumption by us of products of agriculture is 10 per cent indirectly.

I pay duty on lumber.

With free raw material no duty is necessary on the manufactured article.

Lower the present tariff. We can compete with the world.

No. 3720.

Reply of Linden Manufacturing Company, of New York City, manufacturers of office furniture.

[Established in 1890. Capital invested, \$25,000.]

Our annual production has been \$10,000 until last year, when it decreased to \$1,000. We have been shut down for the past ten months on account of lack of orders, because consumers have dull or no business.

Enough specific duty to cover difference in wages between this country and Europe would be necessary to place domestic products on an equal footing with foreign producers. We would have to quit manufacturing entirely if the rate of duty upon our class of goods was reduced one-third.

Our domestic wholesale prices are 25 per cent less now than 1892.

There has been an increase in competition in four years.

We desire a specific duty because ad valorem leads to fraud.

We are not manufacturing as many goods as in 1892.

Tendency of wages during the past twelve months has been decidedly downward.

Price of living has decreased during the past four years, but many can not earn anything, so get a living from soup houses.

During the past year we have been glad to get loans at any rate.

Immigration has a bad effect on my business.

A large proportion of our labor is skilled.

We will meet the reduction of duty on goods by quitting business.

We employ 15 men and pay \$3 per day in good times. Our factory is closed at present.

Foreign articles compete with ours.

We export 10 per cent of our manufacture, on which we realize same prices as on domestic sales.

Cost of manufacture has considerably decreased in both materials and labor.

Selling prices have decreased 50 per cent the past year.

We use American material only, because we are Americans.

Wholesale prices are 50 per cent less than in 1892.

We have no changes to recommend, except leave the present tariff undisturbed. Our business can only prosper when the business of the country is prospering.

No. 3721.

Reply of Wright & Kuntz, of Piqua, Ohio, manufacturers of sash and doors.

[Established in 1889. Capital invested, \$25,000.]

Our trade has not been so good since July 1, 1893, till the present time. First reason, we think, was on account of the financial or money depression; the second, and most important, we believe is owing principally to want of confidence in our lawmakers at Washington. We are Democrats born and Democrats bred, but your dilatoriness has almost knocked all our confidence in the grand old principles of Democracy into a cocked hat, using a slang expression, and we believe unless you soon retrieve yourselves we will vote with another party at the next general election. Now, gentlemen, you were elected by a sweeping popular vote of the people on the theories and principles set forth in the Chicago platform, and why have not you the manhood and courage to do what you were put there to do? Do that and you are all right and the country will be all right. It was want of confidence and your dilatoriness that caused Ohio to go for Mr. McKinley, and as the time goes by and nothing is done the situation grows worse. Do your loyal duty and do it at once, and you will not have need to be sending circular letters of inquiry over the country. The people put you there, and if you do not do what you promised to do they will put you out again. This howl is not raised by the mass of the people, but by the very class of legislation you were put in power to down, and have ridden high-handed over this glorious country of ours for the

last thirty years without fear or molestation, and it depends on the Democratic party to make things better and to down this class legislation, and if they fail then it will be wiped out with blood, for in this free American country of ours people will stand a good deal, but the time is not far distant when they will bear it no longer. The mutterings of the distant storm are already being heard throughout our land, and the time for the rich to grow richer and the poor poorer must stop.

This letter, while it is not couched in elegant terms, etc., no doubt expresses in a rough way the feelings of millions of people in our land to-day, and unless this Congress does something to relieve itself, and does it soon, I predict that the downfall for time and eternity of the grand old Democratic party and its principles is not far distant.

No. 3722.

Reply of South Lincoln Spool Mill, of South Lincoln, Me., manufacturers of spools.

[Established in 1875. Capital invested, \$25,000.]

The first investment was about \$25,000. Since then it has varied, but never been any less. Since 1875, up to June, 1893, I have most always had enough of work, occasionally a little slack, but oftener so brisk that it required running the mill extra hours to fill my orders, which would make more than full time for the eighteen years. From June to December, 1893, my mill was shut down most of the time as I had no orders. Of course my finished product is for the thread mills; when they are shut down or running short time, I am. Since December, 1893, I have been running my mill full one week and next week nothing to do; that is, it has not been regular, just as orders came in. Customs laws and duties I am not familiar with. Competition in the spool business is very sharp. I think spools can be made in Canada 30 to 40 per cent less than we can make them for in Maine.

The gross earnings of my mill was \$20,000 less in 1893 than it was in 1892, although I had an extra large stock of timber on hand. Orders for spools fell off that amount. For the past twelve months wages has had a downward tendency. I have not reduced the rate per day of my regular all-year-round employes. Transient help I am hiring this winter \$4 to \$6 less per month than I have paid for a number of years on a basis of from \$20 to \$26 per month.

The cost of living of the skilled workmen employed in my mill depends on the amount they earn. With steady employment at good wages they live well, educate their children, enjoy life, and most of them put a little of their earnings in the savings bank every three months. For the past nine months they have purchased about one-third less from my store and have put nothing in the savings bank. Some has drawn out a portion of what they had, others have run in debt.

The price of living in this locality has decreased during the past four years.

My opinion of the cause of the present depression in trade is due to the proposed radical change in the laws that govern the trade of the country. My remedy would be legislation that would keep the American market for the American people.

Raw material in the manufacture of spools are the trees standing in the forest.

I think spools are a necessity from an economical standpoint.

I pay 5 per cent on loans.

Two-thirds of my regular force are skilled workmen.

Any reduction in the price of my product will have to be met by a reduction of wages or bankruptcy. I employ from 50 to 125 men at different seasons of the year, when business is good. I employ no women and seldom any boys under 15 years of age. About \$1 per day for boy of that age is average pay. Most of my skilled workmen work piecework. Ordinary labor per day, \$1.25 to \$1.75; skilled labor by the day, from \$2 to \$3.50. We run the mill about sixty hours per week.

All of my manufactured goods are sold in New Jersey.

I am well satisfied with the existing rates of duty and custom laws.

No. 3723.

Reply of the Burton Handle Company, of Burton, Ohio, manufacturers of wood handles.

[Established in 1880. Capital invested, \$25,000.]

We manufacture fork, shovel, hoe, pick, axe, and hammer handles, plows, cultivators, bobsleds, revolving horserakes, and hand hay-rakes. Our sales average \$50,000 per year.

We run our factory full time all the year, except, perhaps, three months in winter, when we work eight hours.

We do not think a reduction of the tariff would affect our productions in the least.

We find an increasing domestic competition in our line every year.

We have sold \$3,000 worth of goods more since August 1, 1893, up to the present time than we did from August 1, 1892, to February 1, 1893.

Wages are slightly lower since last June; in fact, there appears to be an overproduction of laborers.

We do not import any goods, but have quite a large export trade with Great Britain and Canada.

The cost of living in this vicinity has greatly increased the last year.

We think a combination of causes produced the present depression in business; first, the calling in of capital by European investors to tide over their own financial difficulties; second, the withdrawal of capital and the cessation of loans to business concerns by the banks, who found it unsafe to continue their favors, owing to the reckless business methods adopted by the majority of firms who are doing business on borrowed capital instead of their own. The manufacturing boom for the past ten years having created an overproduction of all kinds of goods on the American market without any foreign outlet on account of tariff restrictions, the manufacturers have for the past year or two turned upon themselves, and by cutting and slashing prices, regardless of cost of construction, brought a chaos upon nearly every branch of legitimate manufacturing, except perhaps a favored few who have been especially benefited by the tariff act of 1890 and other high protective measures. The remedy, in our opinion, will shape itself, provided the Democratic administration and Congress act quickly and hew to the

line, letting the chips fall where they may, by lowering the tariff wherever possible and letting in raw material free.

Raw material to us is lumber and iron.

Our goods are necessities.

We pay 8 per cent on loans.

We employ 35 men; unskilled labor gets \$1.25; skilled labor, \$2.25 per day.

Foreign articles do not enter into competition with our goods.

We do not ask for a customs duty. We realize a better price on the goods we export than on the same goods at home.

No. 3724.

Reply of Richardi & Bechtold, of Bellaire, Antrim County, Mich., manufacturers of woodenware.

[Established in 1881. Capital invested, \$25,000.]

Value of our output has been as follows:

1881.....	\$2,000	1888.....	\$38,000
1882.....	8,500	1889.....	37,000
1883.....	15,500	1890.....	38,700
1884.....	14,000	1891.....	35,200
1885.....	21,500	1892.....	44,500
1886.....	29,000	1893.....	37,900
1887.....	35,000		

Have not run full time in past two years. We stopped for repairs.

Do not know what the duty is; but if, without a duty, the foreign manufacturers could at the present prices successfully compete, it would seriously affect our interests, as the raw material (logs) is about as cheap as it can possibly be produced, and the labor should not be reduced, and the domestic competition is such that but a small margin is left to the manufacturer.

The principal articles made by us ranged in price as follows: 1884—Chopping trays, 20 per cent; grocer scoops, 35 per cent off certain lists; butter molds, 1-pound size, per dozen, \$2.50; rolling-pins, gross, \$6.50. In 1890—Trays, 35 per cent; scoops, 45 per cent off certain lists; butter molds, \$1.50; rolling-pins, \$5.50. In 1892—Trays, 40 per cent; scoops, 45 per cent off certain lists; butter molds, \$1.25; rolling-pins, \$5. In 1894—Trays, 40 per cent; scoops, 50 per cent off certain lists; butter molds, \$1; rolling-pins, \$4.75.

Domestic competition has increased in past four years.

We desire an ad valorem duty, there being so many grades and sizes in these articles it would be difficult to classify for specific duty.

We are making about as many goods as in 1892.

Wages are lower in past twelve months.

Price of living has slightly decreased in past four years.

Causes of depression: The prospective change in the tariff, the financial question, the gradual decrease of the gold reserve in the Treasury of the United States, and overproduction in some lines. All this seems to have caused an almost universal feeling of uncertainty and lack of confidence. Remedy: An adequate, sensible, and just protective tariff; a sound financial policy on a gold basis, and a prompt action of the legislative branch of our Government on these.

Our raw materials are logs.

Our goods are necessities.

We pay 6 to 8 per cent on loans.

Immigration has no noticeable effect on us.

About two-thirds of our labor is skilled.

Reduction in duty would have to be met by a reduction of wages.

We employ from 20 to 30 men; ordinary wages, \$1 to \$1.10; skilled, \$1.25 to \$1.75.

They are employed sixty hours a week.

Some of the articles we make are also imported; do not know to what extent.

Very little of our product is exported.

Cost of manufacture not materially changed in ten years.

Selling prices have decreased since 1890.

No. 3725.

Reply of J. E. Beebe Novelty Wood Works, of Union City, Pa., manufacturers of wood.

[Established in 1884. Capital invested, \$25,000.]

Amount of production has been from \$10,000 at first to \$60,000 in 1892.

In 1893, up to June 4, we ran full time; after that time we ran eight hours per day, and only about one-half time, or three days per week. The reason was the panic, brought about, in my judgment, by a lack of confidence in the present administration.

In my opinion a specific duty equal at least to the difference between the rate of wages paid in this country and Europe should be laid upon all foreign articles which come in competition in our market with domestic made goods that the present rate of wages paid in this country may be continued.

A reduction in tariff duties would not directly affect the goods I manufacture, which are mostly covered by patents, other than its effect upon the general business prosperity of the country, which, to my mind, would be very depressing, and consequently would very materially curtail my production.

The wholesale price of my goods has not materially changed since 1884.

There has been increased domestic competition in some of the goods that I manufacture during the past four years.

In my opinion specific duties are better than ad valorem, for the reason that there is less liability of fraud and less complication in the collection of the duties.

I manufactured only about one-third the amount of goods in 1893 as in 1892.

The tendency of wages for the past twelve months has been towards a reduction.

The cost of living for a skilled workman in this vicinity is about \$479 per year, as follows:

For the table	\$234
For rent	100
For clothing	100
For fuel	45

We have no difficulty in construing existing law.

The price of living has remained about the same.

The cause of the present depression in trade, in my opinion, is the present tariff agitation, and my remedy would be to let the McKinley bill remain.

Our raw material is lumber.

Our goods are necessities and luxuries.

We pay 7 per cent interest on loans.

Immigration does not affect our business.

We employ about one-third skilled labor.

There is no duty on goods that I manufacture.

When business is good I employ about 50 men and 10 boys. I pay men from \$1 to \$2.50 per day; boys, from 60 cents to \$1 per day.

Our hours of labor are ordinarily sixty per week.

Foreign articles do not come into competition.

I do not export.

The cost of manufacturing is about the same as in 1883.

The selling price remains the same as in 1890.

I do not recommend any change of existing rates of duty.

No. 3726.

Reply of John Phillips & Co., of Detroit, Mich., manufacturers of store fixtures and barrel bungs.

[Established in 1864. Capital invested, \$25,000.]

Total value of production per year is about \$50,000.

We were almost entirely shut down from about the 1st of November, 1893, to February 1, 1894, for want of orders. We do not think we need any duty on our products. We believe we can compete with foreign manufacturers with same duty as is against us.

The wholesale rate of our goods in 1884 to 1892 was about the same.

The domestic competition in our goods has increased somewhat in four years.

We ask for free trade with America.

We are manufacturing about the same as we were in 1892.

Wages have had a tendency downward for the last six months. I believe the cost of living has decreased from 7 to 10 per cent.

Present business depression is due to overproduction, to high tariff, and unsettled state of tariff. Relief—reduction of tariff; reciprocity with the different states of America.

Lumber, nickel, glass are our raw materials.

Our goods are necessities.

We do not borrow money.

If you import free labor why not import free goods. We consider pauper labor is an injury to employer as well as employé.

Employ about 40 men; average for me, \$2 to \$2.20 per day.

Our hours of labor are sixty per week.

We do not export.

There has been no material change in cost of manufacture from 1883 to 1893. Our selling price has decreased about 5 per cent since 1890.

If raw material were free we would want no Western duty on manufactured goods.

No. 3727.

Reply of Lancashire-Marshall Organ Company, of Moline, Ill., manufacturers of organs.

[Established in 1871. Capital invested, \$25,000.]

Since 1888 our output has averaged \$30,000 to \$35,000 per year.

We have been running less than full time from October 15, 1893, to February 1, 1894.

We have no wholesale price, as we sell direct to purchasers. Prices vary some according to expense of delivery of instruments.

There has been no increase in competition, either foreign or domestic.

We are not producing as many goods as we were in 1892 on account of general depression of business caused by the financial panic and stringency of the money market. Churches could not indulge in the luxury of pipe organs.

Wages paid by us from February, 1893, to February, 1894, were same until we closed down, about November 1, 1893. February 1, 1894, started up with 10 per cent reduction.

Have never had occasion to try the effect of duty, etc.; no foreign production enters into competition with us.

Price of living has decreased during the past four years.

Present depression is due to the silver and tariff questions. Remedy: Settle the tariff quickly as possible and business will adjust itself to the new order of things.

Our raw materials are lumber, tin, lead, and zinc.

Our goods are both luxuries and necessities.

We pay 7 per cent on loans.

Immigration has no effect on our business.

Ninety per cent of our labor is skilled.

We employ about thirty people: Ordinary, 15 cents; skilled, 20, 22½, 25, 27½ to 50 cents per hour. Until October 15 they are employed sixty hours per week; at present, fifty-four hours.

Foreign articles do not enter into competition with us.

None of our manufacturing is exported.

There has been no change in the cost of manufacturing since 1883.

No change in selling prices has taken place since 1890.

Tin, lumber, lead, and zinc are our component materials.

With free raw material, no customs duty is needed for the interior trade, but is required for coast business and territory bordering on the Canadian line.

The pipe-organ industry is different from that of other musical lines of manufacture from the fact that organs are sold direct to churches by the manufacturer, and built only on order; made to fit space for them in churches, and are sold under contract to be delivered and erected in the church.

To erect and finish an organ in church requires one or more experts from the works, which adds largely to the expense of the instrument. An expert, to erect and finish a moderate sized instrument, requires about twenty to thirty days' time. These experts have good pay, \$4 to \$5 per day, traveling expenses, and pay for time in travel.

This tends to keep out foreign competition in the interior cities of the United States, but along the Canadian border and coast cities it would not keep them out, especially in the manufacture of the larger

instruments, worth from \$5,000 to \$10,000 and \$15,000 and upward. Musical instruments that do not require an expert to deliver, such as pianos and organs, etc., can be shipped out at only expense of freight to manufacturer.

With no duties, States bordering on Canada could be supplied from the Dominion, to the exclusion of the American manufacturer.

No. 3728.

Reply of Aaron Votaw, of Winchester, Ind., manufacturer of hubs, spokes, etc.

[Established in 1887. Capital invested, \$25,000.]

I produce and manufacture material for wheels, consisting of spokes, hubs, and rim stripes, of which I manufacture about 1,500,000 pieces annually. The value of material is about \$50,000 per year. Since June, 1893, my manufactory has been in operation about one-third of the time, and I have employed about one-half the usual number of operatives during that time.

The contraction of and falling off in my business I attribute to the contemplated destruction of the protection afforded by the present tariff laws against foreign competition.

I favor a specific to an ad valorem duty, and for the reason that under an ad valorem system there is every inducement to undervaluation, while the specific duty will, in my opinion, yield more revenue to the Government and at the same time insure protection to home industries.

The wages paid by me are from 20 to 25 per cent less than they were twelve months ago.

In my opinion the present depression in business is caused by the fear of the destruction of our protective policy and the danger that our present customs laws will be replaced by laws which will take away, as far as can be, all protection from foreign competition.

My remedy would be to "let well enough alone," and give the people of the country the assurance that no change will be made in our present tariff laws; this assurance would speedily restore public confidence and enliven our industries.

I would be compelled to meet any reduction of duty on the goods I manufacture by reducing the costs of their production, and this would, in my opinion, have to be done by reducing the wages of employés.

About one-fourth of my manufacture is exported, and the price realized therefrom is the same as from that sold for domestic consumption. The cost of manufacture has decreased since June, 1893, the decrease being principally from a reduction of wages.

No. 3729.

Reply of Steimer & Moore Manufacturing Company, of Westfield, Mass., manufacturers of whips.

[Established in 1889. Capital invested, \$25,000.]

Yearly amount and value of production from commencement of industry have been as follows:

Year.	Value.	Whips.
1890	\$46,000	140,000
1891	35,000	125,000
1892	55,000	155,000
1893	40,000	130,000

We have been running less than full time since 1893. No business. Reducing the rates of duty one-third would not affect our business materially.

Competition has increased.

We have no choice between specific and ad valorem duty.

Output of goods now, compared with 1892, is small. No demand, no money.

Wages are downward since last year.

No difficulty in construing the present law.

The depression is due to lack of confidence in Government. You should do something.

Our raw material is rattan.

Our goods are both luxuries and necessities.

We pay the rate of 6 per cent on loans.

Immigration has not affected us.

Fifty per cent of our labor is skilled.

We employ 17 persons at from \$1 to \$3 per day.

Our hours are sixty-nine per week.

Foreign competition does not affect us.

The cost of manufacture has decreased since 1883. The decrease has been in materials.

Selling prices have decreased since 1890.

None of the agricultural products of the country are used in our manufacture.

None of the component materials on which we pay a duty are used in our manufacture.

Wholesale prices have decreased since 1892.

No. 3730.

Reply of Buffalo Last Works, of Buffalo, N. Y., manufacturer of wood lasts.

[Established in 1873. Capital invested, \$25,000.]

Amount of production, \$18,000 in 1874 up to \$25,000 in 1892.

In December, 1893, January, 1894, and February, 1894, ran 9 hours a day.

Twenty per cent ad valorem duty is sufficient to place domestic products on an equal footing with foreign producers.

Reducing the rates of duty one-third would have no effect on cost of production of my manufactures.

Wholesale prices, 18 cents a pair for 1884, 1890, 1892, and now 16 cents.

No increased competition during past four years.

Either specific or ad valorem duty; no difference. Five cents a pair duty would be simplest on lasts alone.

I am not making as many goods as in 1892 because there is not the demand for them.

I have paid the same wages per hour for years.

No difficulty in construing the law in regard to importations.

All my manufactures came under the head of lasts, boot and shoe trees, clamps, crimps, toe and instep stretchers, and other wooden goods, so that an ad valorem duty would embrace all as lasts, and hence be simpler than a specific duty on each.

No. 3731.

Reply of J. H. Rushton, of Canton, N. Y., manufacturer of boats, canoes, etc.

[Established in 1874. Capital invested, \$25,000.]

From a few hundred dollars in 1874 to \$35,000 in 1887; 1888, \$25,000; 1889 to 1892, about the same; 1893, about \$20,000.

I have been running less than full time. I did very little work from August, 1893, till January, 1894, because of small sales in 1893 and stock left on hand.

To place domestic productions on an equal footing with the foreign product the rates of duty should be 40 to 50 per cent, because I pay higher wages, and material and other expenses are greater than in other countries.

In regard to reducing the rates of duty one-third whatever per cent would be required to meet the net amount of reduction would be necessary.

Domestic wholesale prices of goods in 1884, 1890, and 1892, 20 to 28 per cent discount from retail prices.

There has been an increase in both domestic and foreign competition.

As to character of duty, whether ad valorem or specific, do not care which so long as the amount is sufficient.

I am not producing as many goods as I was in 1892 because the demand does not warrant it.

There has been no change in wages.

The cost of living of families of skilled workmen is \$400 to \$600 per year. Am unable to give items.

We have no difficulty in construing the existing law.

Very little change in the cost of living, I think, since 1890. Some things higher, some lower.

Cause of present depression: Uncertainty and a Government friendly only to the foreigner. Men will not invest beyond present needs. Remedy: Quit tariff tinkering; leave laws as they are, or if thought best to change, do so in the interest of our own people, not that of outsiders.

We have no raw materials. All have had more or less labor applied. Our goods are both necessities and luxuries.

We pay the rate of 6 per cent on loans.

Immigration probably has no effect.

Our labor is all skilled.

Reduction of duty on goods must be met by cutting down expenses wherever I can, and probably end in making an assignment.

We employ 8 to 20 men, \$1.50 to \$3 per day of ten hours.

Our hours of labor are, on full time, sixty per week.

Foreign articles of like kind enter into competition.

But little of our goods exported; sold mostly through dealers at wholesale prices.

There has been 10 to 15 per cent increase in cost of manufacture since 1883. The increase has been in labor.

Selling prices have decreased since 1890.

Our component materials are agricultural products, some cotton, as in sail cloth, cordage, etc. Nearly everything is domestic.

With free raw material there would certainly be a necessity for a customs duty.

There has been a discount in wholesale prices of 20 to 28 per cent from retail prices. These discounts have increased.

Leave the laws as they are. Let well enough alone. My business would be obliged to adjust itself to a new scale of prices if duties were taken off or lowered. This would all come out of my employes or those of someone else who in part prepares my material, or I would need to close shop. Very likely in the end I would have to close up. Competition at home is sharp, and to add to this foreign goods at low prices would complete the destruction, in my opinion.

No. 3732.

Reply of J. Rosenthal & Co., of Cincinnati, Ohio, manufacturers of wood picture frames.

[Established in 1854. Capital invested, \$25,000.]

This business was established in 1854, but has been under present management only since 1884.

Amount of capital invested, \$25,000, while sales on our sole product—picture frames—have run from \$40,000 to \$50,000 per year, the largest year being in 1889 and smallest in 1893. During this last year we ran our factory, in all, not over eight months, being unable to make sufficient sales to keep things going. Within the last few years so much new machinery has been introduced in the manufacture of frames and moldings that foreign competition in this line can not be so great as it formerly was, and we should not consider a one-third reduction of present rate of duty on picture frames and moldings (35 per cent) as harmful to home manufacturers, but a much greater reduction would enable foreign manufacturers to undersell home manufacturers in this country, owing to their cheaper labor and their advantage in possessing certain materials which we have to import, principally metal leaf (Dutch metal), on which there is a high duty (8 per cent per 100 leaves). This metal leaf, shellacs, and bronze powders are the only imported materials that we use.

We should say that a specific duty of 20 per cent would be ample protection should duty on above materials be removed, or 25 per cent should they remain as they are. Other materials—lumber, whiting, and glue—are produced at home, and the removal of duty on these would cut no figure worth mentioning with us. This 20 per cent would then represent the advantage the foreign manufacturer has in cheaper labor, even offsetting what advantage we might have over him in the way of better machinery, and should foreign competition be invited, we see but one way to meet it and that by a general reduction of wages.

Prices for our product have decreased from year to year, owing to home competition, while by the introduction of new machinery and of younger and cheaper labor, the cost of production has been decreased.

We employ 50 hands, of whom one-half would come under the head of skilled labor, earning from \$7 to \$11 per week for women, and from \$12 to \$16 for men. Common labor, mostly boys and girls, from \$2.50 to \$9, all working ten hours per day.

We export nothing to speak of, duties in those countries where our goods might be sold, principally Canada and South America, being too high on our product.

Our product is a luxury, and is sure to suffer above the average during depression of trade, as at present. We consider the present depression due to uncertainty as to what steps will be taken in the tariff.

No. 3733.

Reply of Krest & Mallue, of Chicago, Ill., manufacturers of cigar molds and cigar-makers' supplies.

[Established in 1885. Capital invested, \$25,000.]

Our yearly value of production since commencement of industry, about \$25,000.

We run full time.

As there is to our knowledge only one more firm in the United States manufacturing this class of goods (Miller, Dubrul & Peters' Manufacturing Company, Cincinnati), it would be impossible to fill all inquiries as stated in your circular. The cigar mold, as it is, was a German invention, but the improvement of our molds is such that there have been none imported for some time—about five or six years—and we do not know the present duty; but the demand for different sizes and styles makes it almost impossible for any firm to handle imported molds.

No. 3734.

Reply of Charles Krest, of Chicago, Ill., manufacturer of cigar boxes.

[Established in 1880. Capital invested, \$25,000.]

My yearly amount and value of production from commencement of industry: Cigar boxes, 500,000 per year; about \$30,000 per year.

Ran full time until January 1, 1894; eight hours a day since.

Competition of foreign producer not possible.

In regard to reducing the rates of duty one-third, no reduction is necessary in cost of manufacture.

As to domestic wholesale prices of goods in 1884, 1890, and 1882, average price for boxes \$7 per 100.

Increase of domestic competition reduced the price of boxes 20 per cent.

No duty is needed.

I am producing about the same amount of goods as the last four years.

Wages are about the same, but I will have to reduce about 10 per cent.

The cost of living of families of skilled workmen is from \$10 to \$12 per week.

Cost of living has decreased about 10 per cent during the past four years.

The natural adjustment of production and demand causes depression at present; equal opportunities to start in business for all would lead to more steady market; abolish trusts and the causes that are leading to increased monopolies.

Hard wood and paper are my raw materials.

My goods are luxuries.

I pay 7 per cent per annum on loans.

Immigration has had no effect on my business.

About one-third of my labor is skilled.

There is no feasible importation possible of cigar boxes; they have to be made to order in different sizes and styles.

I employ 10 men and 18 girls, from 16 to 20 years, and 20 boys.

Our hours of labor are fifty-nine per week in full time.

Foreign articles do not compete with mine.

No manufactures are exported from this locality.

Cost of manufacture has decreased about 10 per cent since 1883. Decreased in material.

My selling price has decreased since 1890.

I use about 500,000 feet of $\frac{1}{4}$ -inch lumber, domestic, and 100,000 feet of $\frac{1}{4}$ -inch imported Spanish cedar.

I pay duty on paper.

Wholesale prices have been \$7 per 100 boxes.

I would recommend such rates of duty which are positively necessary to meet the expenses of the administration and would tax luxuries, such as liquors, beer, wines, cigars, and such customs laws that would increase and encourage foreign trade.

No. 3735.

Reply of Edinburg Cabinet Company, of Edinburg, Ind., manufacturers of furniture.

[Established in 1856. Capital invested, \$22,000.]

Can not go back of present company's business. Our shipments in 1891 were \$36,700; 1892, \$50,500; 1893, \$35,600.

We have run less than full time since November, 1893, for want of orders.

No duty is necessary to place domestic products on an equal footing with foreign productions unless foreign competition improve their methods.

Wholesale prices on the basis of 100 for 1884: 1890 at 85 per cent and 1892 at 75 per cent, approximately.

There has been an increase in domestic competition during past four years.

We don't need a duty for protection unless foreign competition improve their methods.

We are not manufacturing as many goods as in 1892; lack of orders. Downward tendency of wages during past twelve months.

As to cost of living of families of skilled workmen, can not estimate, as they won't tell and I don't know.

Have no occasion to know the law as to competition. No suggestions.

About 10 per cent decrease in price of living, rents and cereals being reduced.

Cause of present depression, in our opinion, banks wont loan money on ordinary collateral to help legitimate manufacturing, as they want to know what the tariff legislation is to be. Push tariff legislation to a close at once.

Our raw material is lumber principally.

Our goods are luxuries.

Immigration has the effect to lessen our business 8 per cent. Robbery.

On basis of our pay roll, 75 per cent of our labor is skilled labor.

Our class of goods not affected by reduction of duty.

We employ about 50 men. They work sixty hours per week, when working full time. Fifty since November, 1893.

We have no foreign competition.

Do not export.

Cost of manufacture has decreased 25 per cent since 1883.

Decrease in improved methods of manufacture and material.

Selling prices have decreased since 1890.

All domestic productions in our manufactures except glass plates—German and fine French.

The component materials of our manufacture, and rates of duty thereon, can not state, as I have not studied the subject.

As to necessity of duty with free raw material, no, sir, except for revenue in a general way.

We recommend greater economy. Get through the agitation and uncertainty on tariff, and don't change the present status of financial legislation regarding silver.

No. 3736.

Reply of McCray Refrigerator and Cold Storage Company, of Kendalls-ville, Ind., manufacturers of refrigerators, etc.

[Established in 1884. Capital invested, \$21,500.]

Annual production, \$20,000, 1890; \$30,000, 1891; \$45,000, 1892; \$65,000, 1893.

Last five months running less than full time owing to dull trade in other lines affecting us.

We have no foreign competition.

Wholesale prices getting gradually less each year.

There is an increased competition in our line by domestic manufacturers.

Manufacturing about as many goods as in 1892.

Lower wages from 10 to 20 per cent.

Majority of skilled workmen in our town own their own homes and live on \$25 to \$35 per month.

Prices of living has decreased probably 10 per cent.

Cause of present depression, in our opinion: Manufacturers and capitalists do not know what to do and are waiting to see what laws this present Congress will make; and our remedy would be to give us such laws as will give more labor to our laboring men, and our business would soon be on the increase, as we depend upon the prosperity of our neighbors.

Our raw materials to us are lumber, mineral wool, galvanized iron, nails, paints, paper, coal, etc.

The goods we manufacture are necessities.

We have to pay 8 per cent when we have to borrow money from banks.

Immigration increases our business.

Our labor is 50 per cent skilled labor.

We employ from 20 to 60 men, according to season of year.

Skilled labor, carpenters, and cabinetmakers, \$1.50 to \$2 per day.

Ordinary labor, \$1 to \$1.25; few boys, 50 cents to \$1 per day.

We work fifty-four hours per week, but generally sixty hours.

No foreign competition.

We do no exporting.

Cost of manufacturing decreases in proportion to increase of business, probably 15 per cent since 1890.

Decreases, in part, of labor and material.

Our selling price decreased since 1890.

Probably 20 per cent of local hard wood used in our goods.

The component materials of our manufacture, and rates of duty thereon: Do not know, unless lumber, galvanized iron, nails, and coal.

Our goods are not controlled by duties. Should other lines of business prosper, we prosper also, as we are dependent on the prosperity of the whole people.

No. 3737.

Reply of Tiffin Manufacturing Company, of Tiffin, Ohio, manufacturers of church and office furniture.

[Established in 1876. Capital invested, \$20,600.]

Annual amount of production, \$43,000 for 1893.

There has been no change in working time.

Wholesale prices about the same as in 1884, 1890, and 1892.

There has been no increased competition in our line of business during past four years.

We are making more goods than in 1892.

There has been no change in wages since last year.

There has been no change in price of living since 1890.

Cause of depression: We want more money.
Our raw material is lumber.
We pay the rate of 8 to 10 per cent on loans.
Immigration has no effect on us.
Our labor is all skilled.
We employ 24 men. They work fifty-nine hours per week.
Cost of production since 1883 about the same.
Selling prices since 1890 have decreased.

No. 3738.

Reply of G. Turner & Son, of Falconer, N. Y., manufacturers of furniture

[Established in 1893. Capital invested, \$20,500.]

We manufacture house-building material of all kinds, bookcases, furniture, etc.

During the winter of 1893 and 1894 we ran less than full time.

We would think about 20 per cent reduction in cost of production would be necessary if duty were reduced one-third.

There has been an increased competition during past four years.

We desire ad valorem duty, because it seems to us the most just.

We are not making as many goods as in 1892, because people are too hard up to buy anything.

Tendency of wages during past twelve months has been downward.

Prices of living lower during past four years.

Tariff is the cause of depression. Let it alone; it is good enough now.

None of our materials are raw.

Our goods are necessities.

We pay 6 per cent on loans.

Immigration, we think, increased our business.

About one-third of our labor is skilled labor.

To meet any reduction of duty on our goods we must stop manufacturing.

We employ 12 to 15 men. One, \$2; 2, \$1.75; 4, \$1.25; and 4, \$1 per day.

They work fifty-four to sixty hours per week.

No foreign competition.

None of our goods exported.

Cost of manufacture has decreased since 1883 on account of labor.

Selling prices about the same since 1890.

We pay no duty on goods we manufacture.

A customs duty would be necessary with free raw material.

Wholesale prices about the same as in 1892.

No necessity for change in existing rates of duty or administrative customs laws.

No. 3739.

Reply of E. P. Osgood, manufacturer of light carriages.

[Established in 1879. Capital invested, \$20,000.]

We produce annually from 2,000 to 3,000 carriages.

We have been running on half time for the last six months.

Reducing the rates of duty one-third would not cause any reduction in production.

Competition has not increased during the past four years.

We desire no duty.

We are not producing as many goods as we were in 1892, owing to the depression in business.

Wages remain the same as last year.

We have no difficulty in construing the existing law.

The price of living has decreased about 25 per cent during the past four years.

The remedy for the present depression would be a sound money basis.

Our raw material is lumber.

Our goods are necessities.

We pay the rate of 6 per cent on loans.

Immigration has had no effect on our business.

None of our labor is skilled.

Foreign articles of like do no enter into competition.

The cost of manufacture has not changed since 1883.

Selling prices have remained the same since 1890.

We pay no duty on our component materials.

No. 3740.

Reply of Sorrento Wood Carving Company, of Boston, Mass., manufacturers of inlaid woodwork.

[Established in 1865. Capital invested, \$20,000.]

I have run only six months during the past two years on account of depression in business. No competition or duty wanted.

We are not manufacturing at all at present; people have no money with which to buy.

We are reducing wages.

The price of living has remained about the same during the past four years.

Present depression is caused by official changes. I would like to see a President of the United States elected for at least twenty years, and all offices held without changes so long as they were properly conducted.

Our raw materials are veneers, boards, and logs.

Our goods are luxuries.

When we employ any workmen they are skilled.

Foreign articles do not enter into competition.

We do not export.

Cost of manufacture has decreased since 1883. The decrease has been in labor.

Selling prices have decreased since 1890.

No pocket interest in customs duty. Would be glad to see free trade in everything, and taxes for revenue only.

No. 3741.

Reply of Jacob Behrend, of Philadelphia, Pa., manufacturer of fancy cabinet ware.

[Established in 1874. Capital invested, \$20,000.]

Fifty thousand dollars worth of goods annually produced by me. On account of the depression in trade, have run on short time the past two years.

Reduction of duty on goods would not necessitate a change in cost of production.

Prices are lower now than in 1884 and 1890.

Domestic competition has increased.

Want specific duty.

Are producing less on account of depression in trade.

There has been decrease in wages during past twelve months.

Cost of living has decreased since 1890.

High tariff the cause of present depression; low tariff would be the remedy to correct it.

Our goods are both necessities and luxuries.

We pay the rate of 6 per cent on loans.

Our labor is one-third skilled.

Employ 20 men; \$7 for ordinary, \$12 for skilled labor.

No competition with foreign goods.

None of our goods are exported.

Cost of production since 1883 has decreased. The decrease has been in both material and labor.

Selling prices since 1890 have decreased.

Concerning consumption by us, directly or indirectly, of products of agriculture: 50,000 feet of lumber, 500 gallons of varnishes.

The component materials of our manufacture, and rates of duty thereon: glass, 6 cents per foot, and 10 per cent ad valorem.

No necessity of duty on manufactured articles with free raw material.

Wholesale prices have decreased since 1892.

I Believe in reducing duty.

No. 3742.

Reply of T. T. Greenwood Furniture Company, of East Templeton, Mass., manufacturers of furniture.

[Established in 1864. Capital invested, \$20,000.]

We employ 40 men.

The product of our factory is chamber furniture or chamber suits.

Annual production is about 4,800 suits, average value of which is \$43,000.

Our experience in relation to the tariff is this: Two-thirds of the lumber we use in our business is ash, which we import from Canada, paying a tariff duty of \$2 per thousand feet (sawed). Two-thirds of the material used in every chamber suit manufactory in New England States is ash lumber, brought in also from Canada. A greater portion of all chamber furniture used in this country is of Canada ash. Now, ash lumber

does not grow in New England, and but very little is found in the West, and it seems to us that if the United States Government is not seriously pressed for revenue it would be a great blessing to the country to take the tariff off from ash and thus cheapen furniture. It protects nothing by keeping the tariff on sawed ash, for there is no ash here to protect. Our import of ash in 1892 was 500,000 feet; duty on the same, \$1,000.

Our export trade last month was 200 bureaux, made of native pine and maple. We export goods made of native lumber because they are cheaper. Take the tariff off of all lumber and allow it to come in free to this country, and we believe every factory using lumber will find more business. Exporting will be freer because lumber will be more plentiful and better. Our serious difficulty here is in getting at home large lumber. All the first growth or large lumber has been cut, and it is only small or inferior growth that we now find.

Think there should be a small duty on chamber furniture manufactured. Furniture is cheapest made where the lumber grows. With much lumber in Canada, without some protection to manufactured furniture, the furniture business here would be much injured by shipment from Canada.

But we earnestly hope for free lumber, which is our raw material. It will aid our exporting greatly.

In direct answer to your inquiries would say the tariff act of 1890 did not affect our business. Our domestic and export trade was both very dull through 1893. Don't know the cause of it, but the depression in trade seemed to be general over the whole world. The World's Fair, we feel, was an injury to trade.

The price of goods we make for export is the same as we get in the domestic market.

We sincerely believe with free raw material of every kind the United States will be made an exporting country. Our bureaux go to the English colonies in southern Africa, and we are told that the English there buy of us because we manufacture cheaper than in England. This being so we need only free lumber and free raw material to make exporting here general.

The material we import is chiefly ash lumber. It does not grow here.

The best quality of lumber of other kinds we do not find here and are obliged to import it.

Our goods are sold on sixty days' time.

We are manufacturers and not agents. We take lumber in its raw state and manufacture it into chamber suits.

We pay 5 per cent commission for handling our goods.

The average rate of interest here is 4 or 5 per cent.

Our most skilled labor we pay \$2 per day; common laborers get \$1.35 and \$1.50 per day.

We favor ad valorem rather than specific duty. Can see no reason, however, why duties would be more evaded on an ad valorem than a specific duty.

The amount of our imports has been, on an average for four years past, about 400,000 feet of lumber. Cost of the lumber at our factory was \$20 per thousand feet. Competition in the domestic market is exceedingly close, and grows worse every year. It is only by cutting wages, introducing new machinery, and buying raw material very close that we manage to live.

No. 3743.

Reply of the Automatic Folding-Bed Company, of Chicago, Ill., manufacturers of furniture.

[Established in 1879. Capital invested, \$20,000.]

We have been running since July 1, 1893, about half time.

To place domestic productions on an equal footing with the foreign product the rates of duty should be the difference in labor paid abroad and here, less freight to America.

Have no competition from abroad; the home competition is so strong that folding beds have been reduced to nearly the cost of manufacture.

In 1884 a good bed sold for \$40 that in 1894 sells for \$22.

Competition is increasing all the time.

We desire a specific duty. Less chance of getting out of paying the amount that should be paid.

We are not producing as many goods as we were in 1892. Have no demand.

Since July 1, 1893, wages have come down about 20 or 25 per cent.

We pay from \$10 to \$15 per week.

We have no difficulty in construing the existing law.

Cost of living had increased up to July 1, 1893; decreased since that time.

The cause of the present depression in trade is overspeculation, change of administration, with prospects of a large reduction of duty on imports.

Our raw materials are 33 per cent.

Our goods are necessities.

We pay the rate of 7 per cent on loans.

Immigration tends to reduce cost of labor.

We employ all skilled mechanics.

We employ from 25 to 50 people; wages from \$10 to \$15 per week; all men; hours of labor from thirty to forty per week.

Foreign articles of like kind do not enter into competition.

None of our goods that we know of are exported.

Cost of manufacturing has decreased 25 per cent since 1883 by use of better machinery.

Selling prices have decreased since 1890.

The component materials of our manufacture are mirrors, German and French.

No. 3744.

Reply of Sherwood Company, of Chicago, Ill., manufacturers of school furniture.

[Established in 1860. Capital invested, \$20,000.]

In the year 1893, June, July, and August, we stopped work for the first time in twenty-three years.

We sell to districts often on one and two year's time, taking school paper bearing interest in payment. But we do not want time paper now, because when it becomes due in one, two, or three years from now we may get money that is good the world over such as we have had for

twenty-five years, and we may not. We may get silver or State bank notes that are worth little or nothing—such as we had in 1858, 1859, 1860. We don't know what kind of money we will get, do you?

During the past year one-third of all the companies making school desks in the United States failed. If it keeps on two years more at the same gait there will be no competitors.

Change in tariff means change in prices. All are waiting to see what it will be. The money we have had for twenty-five years all understand is to be changed. We are waiting to see what it will be. Those who have money or credit enough to pay rents and running expenses are all right; those who can't, fail.

Wages in this line have dropped 40 per cent in one year.

The present depression—the great ruin that has overtaken all—has been caused by change from what has proven a good thing for twenty-five years past to something that is to be. What that something is nobody knows. We supposed it was to be free trade or next thing to it. State money in place of national money. But we have neither yet. Nobody knows what it will be. The party in power is certainly divided. They promised a change. In one sense the people have it. But its outlines are so dim that they can make nothing out of it.

If you have any regard for the people give them something definite. Free trade, old tariff, revised tariff, anything, only have it settled for a year or two. The same with money. If you are going into free coinage of silver, do so; if not, say so. If State bank money, let's have it in any shape—only state what it will be. If not, then say so and let it be understood that money is to stay as it is. Anything definite so a civilized person will know what to do.

No. 3745.

Reply of L. E. Stowe & Co., of Detroit, Mich., manufacturers of upholstered goods.

[Established in 1887. Capital invested, \$20,000.]

In consequence of our present panic, our losses have been so heavy it would be impossible to estimate our present capital. Our manufacturing was mainly upholstered goods for our retail trade, and we kept no special account. We stopped manufacturing because we could buy cheaper than we could manufacture, and we preferred to leave the beating down of labor to men of less sensitive natures.

We believe the benefits of the whole tariff question, one way or the other, hinges on the volume of money in circulation.

We desire a specific duty, because the small horse should have the long end of the eveners; so the rich man's luxuries should be taxed heavier than the poor man's necessities, because the more property, the more benefits from the Government.

The tendency of wages and living and all things are downward, and production cheapened, but not in proportion to reduction of wages and profits, and cheapened products are at the expense of quality. While interest and rents have fallen, they have not fallen in proportion to other things, and 3 per cent interest is harder to pay when the volume of money in circulation is small than 10 per cent when it is large.

We believe the cause of our present depression in trade to be the

use of too much credit and too little cash; that is, 8 per cent cash and 92 per cent confidence paper is out of all reasonable proportion. We believe the remedy for this and all future depressions in trade may be found in the demonetization of gold and silver, and the issuing of a scientific legal-tender paper money and the paying it out for current expenses and to labor on newly-designed public works. When there is no involuntary idleness stop issuing and take the average price of 500 or 1,000 commodities, and when the average price rises above a fixed sea level, stop issuing, and when it falls below that fixed sea level, start public works and issue and pay out to labor until prices arise to the fixed sea level. If this is done, hoarding will cease, labor will be independent, the merchant and manufacturer will prosper, patriotism will expand, and any party in power may remain so long as it does not abuse its trust. Immigration will increase and no one will complain, for our country is broad enough and we have undeveloped wealth enough to make the world happy. Why should we be subject to the trickery of England?

Our business is a peculiar one, and it is sometimes months before a sale is completed, and we find domestic goods generally give the best satisfaction.

Settle the matter one way or the other as quickly as possible, but give us plenty of money and the country will prosper, be the tariff high or low.

No. 3746.

Reply of Collin, Sisson & Pratt, of Fayetteville, N. Y., manufacturers of furniture.

[Established in 1864. Capital invested, \$20,000.]

Our business increased each year since it was started till last year, when it decreased.

Ran full time till September 2, 1893, then shut down and started September 23, 1893, at 10 per cent reduction of wages. Have been running since an average of three-quarters time till January 1, 1894. Shut down all the month of January and started February 1, on fifty-five hours a week.

Twenty to 25 per cent reduction in cost of manufacture would be necessary if the duty were reduced one-third.

Wholesale price gradually and constantly lowered.

Concerning competition, foreign and domestic: Domestic surely has increased, possibly foreign.

We are not making as many goods as in 1892, because we can not get the orders.

Lower tendency of wages during the past twelve months.

Cost of living has steadily decreased since 1890.

No difficulty in construing the law in regard to importations.

Price of living has decreased from 10 to 25 per cent during the past four years.

Leave the present law alone till the war debts of the Government are paid, and until more of the people who went into debt at high prices for lands, real estate, and manufacturing plants have sufficient time to get out of debt.

Our raw materials are lumber, glue, varnish, nails, screws, paper, twine, oils, and coal.

We have always considered our goods necessities, but from the way orders come in for them at present we are inclined to think they are luxuries.

We pay 6 per cent on loans.

Our labor is about 75 per cent skilled.

Reduction of duty on goods must be met by reducing wages.

We employ about 50 in all. Ordinary labor about \$1 per day; skilled labor from \$1.25 to \$2.25, average about \$1.62.

They work fifty-five hours per week at present.

Cheap foreign iron beds are now on the market in competition with us.

None of our goods exported by us.

Cost of manufacture has decreased probably 20 to 30 per cent since 1883. Decreased cost by improved facilities for manufacture.

Our selling prices have decreased.

We use about 1,000,000 feet of lumber a year.

There is a necessity for duty with free raw material.

Wholesale prices have decreased since 1892.

Think the law all right at present in the main in regard to importations.

No. 3747.

Reply of The Schmitt & Brother Company, of Cincinnati, Ohio, manufacturers of furniture.

[Established in 1878. Capital invested, \$20,000.]

The amount of production is \$90,000 annually; show cases and store furniture of all kinds and description.

We have been running on one-third and one-fifth time for the last six months.

The duty or tariff will not affect our manufactured products, in my opinion, the least bit, but will give us some of our material at a much lower figure than heretofore.

The price of our goods is much cheaper now than at any time since the commencement of our business; there has been an increased competition in our line of a domestic nature, more particular in the South and West.

We are not manufacturing as many goods now as we did in 1892, as there is no demand whatever, owing to the uncertainty or delay in action on the Wilson bill in your honorable body, and we would, in our small way, suggest immediate action on this same bill.

The average wages of workmen are about the same as they were last year, everything else being equal, as the labor union seem to regulate that even in these hard times.

Some of our employes can support a family of 5 or 6 on \$4 or \$5 a week and others would starve to death on \$10 a week; but we would say, ordinarily, a family of 5 or 6, if Germans, could live on about \$6 or \$7 a week.

We have no difficulty in construing the existing laws in regard to importation, but would suggest that these laws, with the duties, etc.,

be printed in some sort of form and distributed to different firms who may be interested in them, as it is our opinion that there is more ignorance in regard to the tariff duties than any other laws in our country. If they were printed like postal laws or other laws and sent broadcast we do not think there would be so much difference of opinion on tariff reduction.

The price of living is cheaper now than it has been for the last four years; the only one thing that has increased much in price is pork.

Our opinion of the present depression in trade is the lack of confidence among the business community and the stringency with which the banks hold on to the money. The papers advertise the cheapness at which they offer money, but say nothing about the security that they ask for the loan of the same; they ask about five times as much security now as they did a year ago.

The particular materials that we use are lumber, glass, mirror plates, and German silver metal. The goods we manufacture are all actual necessities to all kinds of storekeepers.

We are compelled to pay from 7 to 10 per cent on loans, and a man who does not own real estate can hardly borrow a nickel.

Immigration has had no particular effect on our business, otherwise than to get new men into business, which increases domestic competition.

We employ 90 per cent of skilled labor in our factory. We have not yet decided what we will do to meet the reduction of price on goods we manufacture, as we believe in the old adage of not troubling trouble till trouble troubles us.

We have employed between 30 and 40 men in our factory; they are employed, when we are busy, from fifty-four to sixty hours a week.

Foreign goods, we do not think, will cut much of a figure in our line of trade at Cincinnati, although it might in some of the sea-coast towns. We have never exported any goods so far, but we understand that goods in our line of trade bring about twice or three times as much in foreign countries as they do here at home.

The cost of manufacture has decreased considerably since 1883—or go a little farther back, to 1878—a certain article then sold for \$35, but sells now at \$11.50, and is made just as good as it was then.

The increase in cost of manufacture has not been in labor, but in material and in process by which the goods are manufactured.

Our selling price has decreased somewhat since 1890.

We are strictly in favor of free raw material, and in fact do not look with disfavor upon the Wilson bill, as we think the idea of home consumption for a country of this magnitude is simply ridiculous, as no one can use more than so much furniture, or consume more than so many victuals in a certain period of time, and that we must court a foreign trade or our old time prosperity will disappear all together.

The manufactures in this country, to our opinion, has decreased in the last ten years, so that the entire United States is too small to consume its output, in fact, comparatively speaking, the entire United States at the present time is like one single State was several years ago, as compared to the amount of goods that are manufactured, or could be manufactured, had they the territory to dispose of the products in.

No. 3748.

Reply of Union City Furniture Company, of Union City, Ind., manufacturers of kitchen furniture.

[Established in 1889. Capital invested, \$20,000.]

Average yearly output is \$25,000, when times are good.

Last seven months we have been shut down, as there has been no demand for our class of goods.

Our domestic wholesale prices range from \$4.50 to \$10, and we now offer a discount of 10 per cent with poor success.

The competition did not increase perceptibly above the demand, as we could sell all we made at established prices.

We are not producing as many goods as in 1892. There is no demand for our class of goods, as the workmen are nearly all out of employment, who were our principal costumers.

Price of wages has been downward at least 20 per cent during past four years.

The workmen, at \$1 per day, can hardly make ends meet, and the skilled workmen mostly own their homes and did live comfortably.

We are satisfied with existing law as it now is.

Flour is cheaper and sugar also since duty was taken off. Other articles about same.

Cause of business depression, in our opinion, is lack of confidence in the present administration and tendency to free trade. Our remedy would be to leave the duty as it is and let the people know it or pass some tariff law at once, then we will know what reduction in wages has to be made, as a reduction in wages must certainly follow free trade.

About one-half of our component materials are raw.

Our goods are necessities.

We pay the rate of 8 per cent on loans.

Our labor is about three-fourths skilled labor.

We employ 35 men. Pay ordinary laborers \$1; skilled, from \$2 to \$2.50.

Our hours of labor are sixty per week when running full time.

There is no foreign competition that we know of in our line unless in hardware used.

None of our manufacture is exported directly.

Cost of manufacture has decreased a small per cent in five years.

The decrease has been mostly in labor.

Selling price about same since 1890 and 10 per cent now.

Concerning consumption by us, directly or indirectly, of products of agriculture, we consume about one-half (lumber) for agricultural and one-half for hardware, glass, glue, and varnish.

Free raw material would not help us any, as that would reduce other workmen's wages, who are our principal customers.

Wholesale prices have been as follows: From \$4.50 to \$10 from 1889 up to 1893 and 10 per cent in 1894.

We recommend protective tariff (high), and our workmen, who are about equally divided on politics, recommend the same, as they now see our great mistake in the fallacy of free trade.

No. 3749.

Reply of S. J. & J. E. McElroy & Co., of Norcross, Ga., manufacturers of furniture, etc.

[Established in 1888. Capital invested, \$20,000.]

We manufacture furniture in general, \$35,000 to \$50,000 annually.

Have not run on full time the past two years, on account of general depression in trade.

We should like cane and rattan for chair seating, gum for varnish, steel plate for bed locks, wire nails for building, and furniture trimmings made free or as nearly so as consistent, so as to give us hard-pressed manufacturers a better profit and at same time divide with consumers.

Our wares are all sold in this and adjoining States; nothing exported.

Prices very much less now than in 1888.

Competition very much increased in a domestic way.

We desire neither ad valorem nor specific duty.

We started on a small scale and of course have increased, though trade was better in 1892 than now.

Wages have been somewhat reduced.

No one is employed by our firm who could not save part of their wages above cost of living.

Cost of living has decreased say 15 per cent; flour, meat, and clothing cheap now.

General depression greatly due to indolence; people want to live by working six months in the year. Locally our productions now bring the best prices, while that which we buy is cheapest. Remedy, put the money in circulation.

Rattan and cane probably are our raw materials.

Our goods are necessities.

We pay as high as 12 per cent, though generally 8 per cent, on loans.

Don't see any effect that immigration has had.

Not over 20 per cent of our labor is skilled; possibly not that.

No people can make furniture cheaper than we.

We employ 50 men, receiving from 60 cents per day to \$1.50, though only a few at over \$1, while more than half the operatives get an average of 75 cents. In seating chairs we give employment to 100 women and children, who earn say 30 cents per day at home and do their housework, cooking, etc.

Women and children work thirty hours, men sixty, per week.

We have no competition outside of the United States.

Nothing we make is exported.

Cost of manufacture has decreased possibly 10 per cent since 1883.

The decrease has been in both material and labor and learning how.

Selling prices have decreased since 1890.

We use a vast deal of timber and saw our lumber right here. We consume corn and much other local products.

There is duty on rattan and cane, plate steel, varnish, gum, we guess.

We think there is no necessity of duty with free raw material; let them be free.

Wholesale prices have decreased since 1892.

We recommend only charges enough for revenue.

As manufacturers of furniture we should like to see the tariff taken off every component article used in the manufacture. Our people who need it would get the benefit.

No. 3750.

Reply of Hassett & Hodge, of Amesbury, Mass., manufacturers of carriages.

[Established in 1889. Capital invested, \$20,000.]

Annual output varied from \$50,000 to \$60,000 in a general line of carriages.

We have run less than full time during the past two years, because of lack of orders and assurance of obtaining them.

We do not want duty, as we have no foreign competition.

Tendency has been toward lower prices always.

There has been an increase in domestic competition during past four years.

We are making as many goods now as in 1892.

Tendency of wages during past twelve months has been downward.

No goods are imported such as we make. Don't know what the duty is.

Don't know of any appreciable change in price of living during past four years.

Cause of depression is uncertainty as to tariff largely. The remedy is to settle it.

Our raw materials are broadcloth, leather, wheels, gears, lumber, manufactured hair, axles, special hardware, paints, oil, and varnish.

Our goods would probably be classed as luxuries.

We pay the rate of 6 per cent on loans.

Immigration from Provinces has made help more easy to get.

Our labor is nearly all skilled.

We employ 30 men, 4 women. Skilled labor is paid \$2.50; ordinary labor, \$1.50.

They work sixty hours per week.

We have no foreign competition.

None of our goods are exported.

Cost of production since 1883 has decreased, say, 7½ to 10 per cent.

The decrease has been in materials and labor both, but chiefly materials.

Selling prices have decreased since 1890.

We consume nothing agricultural and practically everything we use is of domestic make since the tariff of 1890 shut out English cloths.

There would be no necessity of duty on manufactured articles with free raw material.

Each carriage has its own price and are changing every season, so comparisons are difficult.

No. 3751.

Reply of J. T. McClellan & Co., of Bryn Mawr, Pa., manufacturers of wagons and carriages.

[Established in 1854. Capital invested, \$20,000.]

Our business is wagon and carriage building, but repairs to wagons and carriages occupy most of our time, therefore we do not manufacture very largely.

Our business has increased each year.

Wages have been the same for some years and living is about the same.

The goods we manufacture are about one-half necessity and one-half luxury.

We pay 6 per cent for money, and we employ about 16 men and boys; about three-fourths of them are skilled labor; they are employed sixty hours per week.

Foreign articles do not enter into competition.

Selling prices have decreased since 1890.

About one-third of our product is used by agriculturists.

If cloth, leather, varnish, paints, lumber, and Norway iron were cheaper it would be better for us.

No. 3752.

Reply of John J. Wright, of Bremen, Ind., manufacturer of wagons.

[Established in 1869. Capital invested, \$20,000.]

Yearly value of production is from \$30,000 to \$40,000.

I have run full time during the past two years.

Am manufacturing now because all my stock was sold out in 1893.

Wages were maintained first six months, but lower the last past six months of 1893.

The cost of living of families of skilled workmen, \$6 to \$8 per week for rent, clothing, provisions, and fuel.

Cost of living is almost uniform. The last six months it was less.

No business appears to be depressed, except where there is already an overstock on the market. Extravagant business and extravagant living beyond individual capital and income, undeserved credit, and enforced settlement with nothing to settle with.

Lumber is my raw material.

My goods are necessities.

I pay 6 per cent on loans.

I have noticed no effect of immigration on my business.

One half of my labor is skilled.

I employ 25 men at \$1 to \$2 per day. My hours of labor are sixty per week.

There has been no increase in competition.

We do not export any goods.

Wages are about the same, but increased scarcity of lumber has enhanced the cost of manufacture.

My selling price is about the same as in 1890.

No. 3753.

Reply of Crescent Wagon Company, of Driftwood, Pa., manufacturers of wagons.

[Established in 1891. Capital invested, \$20,000.]

From July, 1893, to the present time, we have worked half time, on account of shortage in orders.

Wholesale prices: 1890, \$60; 1892, \$60; 1894, \$58.

There has been increased domestic competition.

We have not been manufacturing as many goods as in 1892, because of falling off of orders.

There has not been much change in wages, but there is a tendency to lower.

Cost of living of families of skilled workmen is about \$50 to \$60 per month.

Price of living has decreased but little, probably 5 or 10 per cent in four years.

Our raw materials are iron and lumber.

Our goods are necessities.

We pay the rate of 6 and 5 per cent on loans.

Don't think immigration has any effect on us.

Our labor is 85 per cent skilled.

To meet the reduction of duty on goods the only way will be to reduce wages.

We employ 10 to 20 men at wages of \$2.50 per day.

They work sixty hours per week.

We have but little foreign competition.

None of our goods are exported.

Cost of manufacture has decreased about 2 per cent in materials since 1883.

Selling prices have decreased since 1890.

Free raw material would lessen cost of our product but little.

No. 3754.

Reply of Hartwell, Hotchkiss & Stalker, of Sacramento Cal., manufacturers of doors, sash, and blinds.

[Established in 1853. Capital invested, \$20,000.]

Amount of production is \$40,000 per annum.

We have not been running full time during the last year, because of small demand for goods.

Add enough to the cost price of foreign goods so that after paying the tariff they can be laid down in America at a cost price equal to the cost price of American goods of the same kind.

The higher wages paid by American manufacturers allow English manufacturers to manufacture goods at a lower cost, and it is desirable to maintain the existing high standard of wages in this country.

We are only indirectly affected by the tariff.

There has been no increase to amount to anything in competition.

We desire an ad valorem duty. It is not just that high-priced goods

should be taxed at a lower percentage than cheap goods of the same kind.

We are not producing as many goods now as we were in 1892. Very little building is being done. Business is almost at a standstill.

The tendency of wages has been decidedly downward.

We have no difficulty whatever in construing the existing law.

Living has slightly decreased.

Cause of present depression and remedy: Capital's distrust of the present administration; tariff tinkering; action regarding silver; the threatened depleted Treasury, and the curse of another bond issue.

Our component materials are all raw material.

Our goods are necessities.

We pay the rate of 7 and 8 per cent on loans.

Immigration has little effect on us, if any. Unless it should be of a class that can afford homes of their own.

The bulk of our labor is skilled.

If we were a protected industry we would probably be compelled to meet a reduction of duty on goods by a cut in wages.

We employ all men or boys, number varying, according to orders.

They are employed according to amount of orders on hand.

Foreign articles do not enter into competition.

We do not export.

Cost of manufacture has slightly decreased since 1883.

The decrease has been principally in materials.

Selling prices have decreased.

We consume timber of domestic production in our manufacturing.

With free raw material there certainly would be a necessity for a customs duty. The man who can build an engine should not lose his right to be protected from foreign competition simply because the man who mines the raw materials is so unfortunate as to be unprotected.

The wholesale prices have slightly decreased since 1890.

The people of this country should have some guarantee that the tariff will not be tampered with by each succeeding administration, purely for political purposes. There can be no feeling of stability on the part of manufacturers and money-lending interests as long as they are continually in fear of legislation that will materially affect values. If the Wilson bill should become a law (in view of the certainty of further tariff legislation in 1897 or before) it would be nothing short of a crime to have the Wilson bill go into effect without at least four years' notice. This same rule of four years' notice should apply to every piece of tariff legislation.

No. 3755.

Reply of Canton Planing Mill Company, of Canton, Mo., manufacturers of sash, doors, and blinds.

[Established in 1872. Capital invested, \$20,000.]

Yearly value of production of sash, doors, blinds, moldings, etc., is \$30,000 to \$50,000.

We have not been running full time; we have lost about 50 per cent of time since last October.

Wholesale prices of goods in 1884, average 50 per cent from lists; 1890, 55 per cent; 1894, 65 per cent.

I think the increase in factories is about the same as the increase in population.

We are not producing as many goods as we were in 1892; there is no demand for them.

Wages has been reduced 20 per cent in the past year.

Last year's panic and the tariff legislation are the causes of the present depression in trade.

Our raw materials are lumber and glass.

Our goods are necessities.

We pay the rate of 8 per cent on loans.

Immigration has no effect on our business.

About 90 per cent of our labor is skilled.

Reduction of duty on goods must be met by reducing wages.

We employ about 30 to 45 people; no ladies employed.

Our hours of labor are forty-eight to sixty per week.

Foreign articles of like kind do not enter into competition with us.

None of our goods are exported.

The cost of manufacture has decreased since 1883.

The decrease has been on material, labor, and less margin.

Selling prices have decreased since 1890.

No. 3756.

Reply of Ogilvie & May, of Allegheny, Pa., manufacturers of doors, sash, moldings, etc.

[Established in 1891. Capital invested, \$20,000.]

Annual amount of production is \$100,000 worth of doors, sash, moldings, etc.

We have been running half time from July 30 to September 30, 1893; have not been running any since September 30, 1894, to date.

There has been an increase in competition in four years.

We are not producing as many goods as we were in 1892 on account of want of orders.

The tendency of wages is downward.

No. 3757.

Reply of J. C. Fallon, of York, Pa., manufacturer of sash, doors, frames, etc.

[Established in 1875. Capital invested, \$20,000.]

The goods sold each year amount to about \$10,000 to \$15,000.

I employ 8 to 12 hands. Average pay is \$1.75 for ten hours' work. During winter season work eight to nine hours a day.

The tendency of wages has been downward during the past year owing to a falling off in the building trade, but the cost of manufactur-

ing steadily increases each year owing to the upward tendency of lumber; this, I believe, is on account of the growing scarcity.

I do not believe it would lower the price of lumber to the consumer if the duty was taken off, but would simply add that much to the price of lumber that is bought in Canada by lumbermen in the United States.

The competition in the sash and door trade has very materially increased within the last four years.

Cause of depression, the proposed changes in the tariff laws of the country; that, in a large measure, has caused so much depression in trade; and the remedy I would suggest is, announce to the whole country that you will let the present tariff laws alone. And in whatever you do, I hope you may have the direction and guidance of a kind Providence.

No. 3758.

Reply of Oskaloosa Planing Mill Company, of Oskaloosa, Iowa, manufacturers of doors and sashes.

[Established in 1893. Capital invested, \$20,000.]

Wages are in a depressing condition.

There has been no material change in price of living in four years.

Cause of depression is lack of confidence. Let Congress stop tinkering with the best money in the world and let the tariff alone. Proof, look at recent elections.

Our goods are necessities.

We pay the rate of 8 per cent on loans.

Immigration has no perceptible effect on our business.

Our labor is one-fifth skilled.

We employ 10 men. Ordinary labor is paid \$1.75; skilled, \$2.75.

They work forty-two hours per week.

We have no foreign competition.

None of our goods are exported.

Selling prices have decreased since 1890.

None of the products of agriculture are consumed by us.

We pay no duty on goods we manufacture.

Let the law remain substantially as it is.

No. 3759.

Reply of L. O. Clark & Co., of Worcester, Mass., manufacturers of doors, sash, blinds, etc.

[Established in 1889. Capital invested, \$20,000.]

Amount of production in 1889, \$47,000; 1890, \$52,000; 1891, \$65,000; 1892, \$80,000; 1893, \$76,000.

Always dull in the months of January, February, and March. The winter affects the trade no more this year than every year.

Not any reduction in cost of manufacture is needed if duty is reduced one-third.

From 1890 to 1892, no change in domestic prices; from 1892 to 1894, about 5 per cent.

Domestic competition has increased in past four years.

We desire ad valorem duty, as we think it most fair.

We are not making as many goods as in 1892. The scare keeps some from building, so lessens trade.

Tendency of wages is downward.

I have some difficulty in construing present law in regard to importations.

Think that a high rate of duty tends to make people dishonest by undervaluation of goods imported; also, there is more of an incentive to smuggle goods.

Price of living has decreased somewhat in past four years; to what extent I can not tell.

Causes of depression are politics and speculation; more politics than anything else. My remedy to correct would be to pass the Wilson bill; adopt some rule in the House and Senate so that the majority can rule.

We use no raw materials; lumber and glass are the articles that come into our work that are imported.

Our goods are necessities.

We pay the rate of 6 and 7½ per cent on loans.

I think immigration has helped.

Our labor is about seven-tenths skilled.

We employ 35 to 50 men; average \$2.15 per day, ten hours. They are employed sixty hours a week.

Foreign articles do not enter into competition.

None of our goods are exported.

Lumber has increased, labor decreased since 1883.

Cost of manufacture is about the same since 1883.

Selling prices have decreased about 5 per cent since 1890.

None of the agricultural products are consumed in our manufacture.

We pay no duty.

There would be no necessity for a customs duty on manufactured goods if our raw material were free.

No. 3760.

Reply of Plymouth Planing Mill Company, of Plymouth, Pa., manufacturers of doors, blinds, etc.

[Established in 1880. Capital invested, \$20,000.]

Annual amount of production of doors, windows, blinds, lumber—rough and dressed building materials, averages, \$40,000.

We are running less than full time now, because of slack orders.

The remaining questions in circular we are unable to answer, except in a general way, our business being the sale of lumber and manufacture of materials for carpentry and building principally, and generally for local trade. The principal components of raw materials of our manufacture would perhaps be lumber and glass. We do not believe that a reduction of duty on lumber would have any effect in reference to its cost to us; the price would remain the same, while the benefit of a reduced duty, if any, would accrue to Canadian dealers. We base this

belief on the information received from wholesale dealers, from whom we buy and whom we have questioned on the subject. A reduction of duty on glass would cheapen it here, but would of necessity reduce the wages of the men who make it, who would be compelled to compete with foreign goods if they remained in the market. There has been a very great increase in competition in our line of manufacture within the past four years and a consequent decrease in profits. We are manufacturing less goods now than formerly, there being practically no demand for them at present or in the immediate future, so far as can be observed.

Wages with us have as yet not varied materially, though the tendency within the past few months has been downward. We employ 125 men.

The cost of living has remained about the same; the price of flour has decreased, while the price of meats and fuel has increased.

We attribute the cause of the present depression primarily to the strained relations of the countries of Europe, the energies of the people being diverted from peaceful to warlike and destructive pursuits, thereby tending to create financial distrust and a feeling of insecurity, which in this country was unquestionably heightened and increased by the elections of 1892, which caused a general fear and belief in forthcoming revolutionary tariff legislation affecting established commercial and business pursuits. An effectual remedy, in our opinion, would be the immediate adjournment of Congress to permit the vast resources of the country to readjust themselves, and, subsequently, a law establishing a uniform and lower rate of interest. The rate here is 6 per cent; think it ought not to be over 3 per cent. The silver question is a side issue. The faith of the great United States is no better pledged on a piece of silver than on a piece of paper.

Do not know that immigration has any material effect in relation to our business, but on general principles are of opinion that immigration should be restricted or held in check, at least for the present.

About one-third of our employes are skilled, whom we pay \$2.50 to \$2.25 per day of ten hours, and 90 cents to \$1.50 per day for unskilled.

The cost of manufacture with us remains about as formerly, while our selling prices have decreased 10 per cent, or more in some instances. The only way apparently that we could meet further reduction would be by reducing wages.

The foregoing is a crude and frank expression of our opinion of the prevailing cussedness, and we sincerely hope that if you gentlemen can't soon extricate us from the slough of despond that the millennium will soon occur. Anything "for a change."

No. 3761.

Reply of R. S. McNeill, of New York City, manufacturer of lasts.

[Established in 1881. Capital invested, \$20,000.]

Our yearly amount and value of production from commencement of industry: 1881 to 1893, from 18,000 to 65,000 pairs shoe lasts per year.

We have run full time during past two years.

We are able to compete with the world, as we have in this country superior machinery and plenty of wood.

Reducing the rates of duty one-third would necessitate no reduction in cost of manufacture.

Our wholesale prices were the same in 1884 as in 1893.

There has been increased competition (domestic), which makes it a little dull at present.

I do not want duty.

We are producing about the same amount of goods as in 1892 with the increased competition.

Wages have increased during past twelve months.

The cost of living of families of skilled workmen is \$15 per week.

Would suggest taking tariff off lumber from Canada.

There has been a small decrease in cost of living during past four years.

Cause of business depression: Overproduction. Settle tariff question right away, one way or the other.

Rough maple wood is our raw material.

Our goods are necessities.

We pay 4½ per cent on loans.

Immigration has had no effect on our business.

Our labor is 90 per cent skilled.

Reduction of duty on goods must be met by making them as cheap as anyone in the same business.

We employ 24 men, 4 boys. Pay skilled labor \$18, unskilled \$12 per week. Our hours of labor are fifty-eight per week.

Foreign articles do not compete with ours.

About 2 per cent of our labor is skilled.

Cost of manufacture is about same as in 1883.

Our selling price remains same as in 1890.

With free raw material, no duty is necessary on the manufactured article.

Our domestic wholesale price is 60 cents per pair.

No. 3762.

Reply of Auburn Last Company, of South Framingham, Mass., manufacturers of lasts.

[Established in 1876. Capital invested, \$20,000.]

We commenced business on a small scale, not making more than 10,000 pairs until within five or six years. In 1891 we made about 35,000 pairs; in 1892 about 28,000 pairs, and in 1893 about 50,000 pairs.

The dull business in 1892 was on account of large customers going out of business and it took a year to find new customers to take their place. We have run nearly full time, but when business is dull run less machines. There are always some dull seasons in this business. I don't know that there are any lasts imported. I have exported some but don't know what the duties were. I am making goods about 10 per cent less than in 1890 as a result of competition here at home. My business is very dull now on account of rubber factories, also leather boot and shoe factories being dull, more so than usual at this time of year.

Prices for skilled workmen are always about the same in this business, but common help can be had at almost any price now (this winter). As I have no knowledge of any lasts being imported I do not know what the law is in regard to it.

Bull. 28—5

Price of living I think has decreased slightly.

Cause of present depression is lack of confidence in business and difficulty in getting money to work with, caused by the uncertainty of the outcome of the tariff laws. Stop revising the tariff.

Our raw materials are last blocks and sheet iron.

Our goods are necessities.

Pay 6 to 8 per cent on loans.

Our labor is three-fourths skilled.

We employ 12 to 15 men; average \$15 a week.

Our hours of labor are sixty per week.

We have no competition with foreign goods of like kind to my knowledge.

We not export any now.

There has been no change in cost of manufacturing since 1883.

Selling prices have decreased since 1890.

We import some last blocks, on which we pay duty of about 12 per cent.

Don't think duties affect this business very much.

No. 3763.

Reply of Standard Spool Works, of Worcester, Mass., manufacturers of spools.

[Established in 1889. Capital invested, \$20,000.]

Amount of productions in 1889, \$5,000; 1890, \$9,000; 1891, \$14,000; 1892, \$19,000, and since the election in November, 1892, business has steadily decreased, till at present it is practically at a standstill.

We had been running full time till election of November, 1892.

If rate of duty were reduced one-third it would have no effect on our manufactures.

Wages have decreased during past twelve months.

Cost of living is \$8 to \$12 per week.

Price of living has not decreased.

The election of November, 1892, is the entire cause of this state of things.

Our raw materials are lumber, steel, wrought and cast iron.

Our goods are necessities.

We employ two-thirds skilled labor.

Reduction of duty on goods must be met by reducing the wages of the help.

We employ 25 men; pay \$8 to \$15 per week.

Our hours of labor at present, twenty-five per week.

There has been no change in cost of manufacture since 1883.

Selling prices have increased since 1890.

No. 3764.

Reply of Philip & Richard D. Voorhees, of Flora, Ind., manufacturers of stepladders.

[Established in 1886. Capital invested, \$20,000.]

Amount of annual production is about \$20,000.

We have run only six days since December, 1893. Have always run full time before. Cause of idleness is no sales.

Wholesale price of goods now is reduced 10 per cent.

We are not selling as many goods as in 1892, because people have no money to buy with.

The tendency of wages in the last twelve months has been lower.

Price of living has increased.

The cause of the depression of trade is change of administration.

Remedy: Hurry and settle the tariff question.

Our goods are necessities.

We are compelled to pay from 7 to 11 per cent interest.

We employ 50 per cent skilled labor.

We employ at present about 10 men, formerly 30. They are employed about twenty to thirty hours per week.

Selling prices have decreased since last year and so has trade.

No. 3765.

Reply of Riverside Saw and Planing Mill, of Antiquity, Ohio, manufacturers of lumber, boats, and barges.

[Established in 1874. Capital invested, \$20,000.]

We have been running less than full time since May 1, 1893, on account of depression in business.

We are not manufacturing as many goods as we were in 1892. Have not got the demand we had in 1892.

The tendency has been to lower wages during the past year.

No material change in price of living during past four years.

Cause of present depression is lack of confidence in the administration. Demonstrate by your every act that you are trying to work to the best interests of the citizens of the United States.

Our raw materials are saw logs.

Our goods are necessities.

We pay 6 to 8 per cent interest on loans.

We employ about one-fourth skilled labor.

Reduction of duty on goods must be met by reducing wages.

We employ from 20 to 40 men. Ordinary wages are \$1.25; skilled, \$2. Our hours of labor are sixty per week.

Cost of manufacturing has increased since 1883 in both materials and labor.

Selling prices have increased since 1890.

We need all the duty we have now on lumber, unless you want to shut down our mills.

No. 3766.

Reply of Carter Bros. Co., of Des Moines, Iowa, manufacturers of wind-mills, pumps, and tanks.

[Established in 1885. Capital invested, \$20,000.]

Domestic competition has been fierce and prices have tended steadily downward, ranging, at wholesale, as follows on one size farm wind-mills: 1885, \$35; 1888, \$32; 1890, \$30; 1892, \$28; 1893, \$25.

This business seems to have received its greatest development in this country and in the West. Foreign inquiry has been in the line of export.

Commodities in the business held as raw materials are pig iron and lumber.

The tendency in price of labor has been downward in the last year. Interest on loans, 8 per cent.

In my opinion the cause for the depression in trade now prevalent is too little industry on the part of the people and too much bombast and political chicanery in high places, and departure from the true functions of government as enunciated by the founders of our Republic.

The country was favored with timely warning in the words of the Chief Executive in his message to Congress in 1887, and now is waiting in some such attitude toward the law-making power as it did upon its armies in 1862-'65. General Lee was doing something (and all honor to the brave soldier as such) when he invaded Pennsylvania. General Grant was doing something (and the whole nation loves to honor his name) when he turned his face toward Richmond and fought his way through the wilderness to Appomattox, and there, in magnanimity, and for one united and glorious country, extended the hand of fellowship to a mistaken and conquered comrade.

The perpetuity and progress of our country must rest in the industry, economy, and patriotism of its people, as against those qualities in any other nation, and it must be the function of the executive powers to guarantee equal rights between individuals in the general activities. Lower interest rates on money and conserve the interests of the worker.

 No. 3767.

Reply of Portland Handle Manufacturing Company, of Portland, Ind., manufacturers of handles and farming implements.

[Capital invested, \$20,000.]

Our business is not in any way affected by duties on imports, as we have no competition outside of the United States. We export many goods, but to countries where the tariff does not affect us. The price for our goods has materially changed for the last year or so. The average reduction has been about 30 per cent under prices of two years ago. The cause of which we think is not from overproduction, but directly due to legislation and a lack of confidence. We think the country needs more money. The rate of interest with us is from 8 to 12 and 14 per cent at the banks, owing to the collateral offered. Our farming lands to the extent of more than one-half are mortgaged to eastern capitalists,

and in our opinion, unless a reaction takes place, they will soon be owned by the money-lenders. We think the volume of currency should be so large that its value, as a commodity, would be equal to the product of farming lands, which as an investment does not exceed 3 per cent. In that event capital would seek investments in land, which would lift the farmer out. We think other localities outside of a radius of several hundred miles about New York needs legislation also. Capital can take care of itself at all times.

The cost of living has not materially decreased within the last two years, notwithstanding the present tariff law that was to give employment to the million idle tramps now roaming over the country, begging for something to eat. We think whatever may be done in tariff legislation should be done quickly, and without ceremony.

The writer is a Democrat, and has voted the ticket for thirty years, but he does not believe that the President's financial policy will be indorsed at this next election.

I don't think the party in power now is responsible for the depression in business, but think they will be held accountable.

The only remedy, I think, is speedy tariff and financial legislation; think the bullion in the Treasury should be coined into money at once. Don't think it advisable to wipe out silver as money of the realm.

No. 3768.

Reply of Randolph Handle Company, of Randolph, Mo., manufacturers of wooden handles.

[Established in February, 1892. Capital invested, \$20,000.]

In 1892, manufactured about 6,000 dozen miscellaneous handles, valued at \$6,500. In 1883, manufactured 25,000 dozen, value, \$26,000.

We ran but part of the summers of 1892 and 1893, owing to inability to obtain timber of sufficient quality and quantity.

A duty on handles makes no difference whatever to our plant, as our trade is almost entirely domestic, only about 1 per cent of our output being exported, and I do not know of any handles manufactured in foreign countries certainly none that are imported.

Prices of handles vary in different parts of the country. The inclosed list is the basis used by the best factories and the discounts vary from 40 to 60 per cent, dependent upon the quantity and place of shipment.

There has been an increased competition in our line during the past four years, many small factories having been started where an abundance of good hickory timber could be found.

We are manufacturing more goods than in the year previous.

Wages have been about the same during the past year.

A family of three at Randolph will expend about as follows, each month: House rent, \$6; groceries, \$14; fuel, \$1; meat, \$8. Living is about the same as during the past four years.

Practically all of our materials are raw materials.

We manufacture necessities.

We pay 8 per cent for loans.

Immigration has no effect upon our business.

Seventy per cent of our employes are skilled laborers.

We employ 20 men, the skilled laborers working on piecework, and

earning from \$15 to \$17 per week. Ordinary labor \$1.50 per day. Our hours of labor are sixty per week.

But 1 per cent of our output is exported, and we realize about the same price as for domestic goods.

Manufacture has increased, as has also the cost, being about equally divided between material and labor; not however, to any very marked extent.

Selling prices are about the same as in 1892.

We use 6 cords of hickory timber every day.

The depression in trade has been discussed so much and so many causes have been assigned that it is very difficult to determine the exact cause. In the point of manufacture we have no fault to find, as our business has been constantly increasing. We have, however, found more difficulty in making loans than last year. Abler financiers than myself have discussed this matter, and the entire time of the Senate has been given up to a solution of the difficulty and with little success.

No. 3769.

Reply of D. E. Hayden, of Syracuse, N. Y., manufacturer of wood.

[Established in 1870. Capital invested, \$20,000.]

We have sometimes run on less than full time, and have sometimes reduced working force, for the reason of not having sufficient work to employ full force full time.

We use no stock on which we pay direct duties, because our material is mostly domestic, and if we use any foreign it is bought from second hands.

We have no fixed price for our goods, because of so many different articles, goods made to order, etc., and can not make fixed prices.

Competition has increased.

If I were to express a choice I would say specific duty, to escape fraud in false valuations.

We are not producing as many goods as we did in 1892, because there was not the demand, and also people seemed afraid to buy, because of the general feeling of uncertainty in business of all kinds. I bought nothing I could get along without, and made no goods ahead because I could not sell them.

There has been a continued downward tendency in wages.

I would suggest that a stop be put to the tariff tinkering, and for the Democratic party to let well enough alone and settle down upon some definite policy.

I can not determine exactly, but I think price of living has increased since 1890.

About one-half of our component materials are raw.

Our goods are actual necessities.

We pay the rate of 6 per cent on loans.

I do not know of any effect immigration has upon us.

We employ all skilled labor.

Reduction of duty on goods. We will have to "grin and bear it," or "throw up the sponge."

We employ 15 to 20 men, 1 woman, no children. Wages, ordinary, \$1 to \$1.50 per day; skilled, \$1.75 to \$4.25 per day. Our hours of labor are sixty, usually, per week.

No foreign articles compete with ours.

None of our product is exported.

The cost of production has decreased slightly since 1883.

The decrease has been almost entirely in material.

Selling prices since 1890 have decreased largely.

We consume no agricultural products; other domestic productions consist of lumber.

None of the component materials used in our manufacture are dutiable.

If raw material were free it would decrease price of manufactured articles because of Canadian lumber entering free.

Wholesale prices have decreased since 1892.

I do not consider myself competent to recommend changes or to suggest changes in customs laws, but as your committee are desirous that my reply shall give a full expression of my views, I will say with all respect to you and your committee, that it is my belief that the whole cause of the present depression arises from the uncertainty that exists throughout the country as to the outcome of the tariff tinkering, and the policy, so far as we understand it, that may be laid down in the future administration.

I believe myself that had it been understood that the existing law as carried out, should have remained and that the settled policy of the last administration been allowed to continue, the country would have remained in the same prosperous condition. I believe, also, that if all of the affairs of government were economically administered, and the expenses kept down, as a man would keep his own business expenses, enormous sums would be saved, and the Government better served thereby. We see it, and know it, every day, that money is wasted. No private business man would allow this waste, but would so systemize his business to cut off such expenses. I go upon the principle that men in public offices should administer affairs as closely for the public as they would for themselves privately; and, finally, let the tariff alone. Have the Democratic party adopt a settled policy; cut off all waste and extravagance; put the country at rest, and you will have no cause to be consulting and obtaining the private opinions of business men, for the country will be at rest, the Senate and Congress can adjourn, go home and attend to their private affairs, and everybody will be at rest, prosperous, and happy. These are my sentiments very plainly expressed.

No. 3770.

Reply of Henderlong Bros. & Kirk, of ———, manufacturers of lumber.

[Location not given.]

[Established in 1888. Capital invested, \$20,000.]

We would like to see lumber on the free list, thinking it would enable us to better compete with door and sash firms who own and cut their own lumber from the logs. We think it would not make the manufactured article any cheaper to put lumber on the free list. We would also like to see glass there.

We attribute the hard times to the ruinous effect of twenty years' overprotection and a lack of confidence.

We don't think free trade would harm us any, and if we did hope we would not be so unpatriotic as to ask something we believed to be injurious to the masses for our own particular benefit.

We are sure of panics as long as manufacturers' business stands dependent on legislation.

No. 3771.

Reply of Henry Bohrmann, of Los Angeles, Cal., manufacturer of wood, iron, and slate mantels, etc.

[Established in 1883. Capital invested \$20,000.]

I produce about 250 mantels per annum.

Have been running short time for the last two years, through being overstocked.

Tiles, grates, fireplace furniture, and lumber have decreased in price since 1884 about one-half.

There has been an increase of 50 per cent in domestic competition.

Am manufacturing about 90 per cent of what I manufactured in 1892.

Wages are rather lower than they were twelve months ago.

It costs about \$6 per week for family of 4 or 5.

I do not import, but am in favor of protection of domestic production.

Price of living has decreased.

My raw material is mostly lumber.

The cause of the present depression: Too much free trade talk or high tariff.

My goods are both necessities and luxuries.

I pay 10 to 12 per cent on loans.

Immigration causes cheap labor.

I employ all skilled workmen.

I would have to meet reduction of duty by not manufacturing, but shutting down.

I employ 8 men, all skilled, and pay \$2.50 to \$2.75 per day. Fifty-four hours per week are my hours for labor.

Foreign manufactured tiles, carving, and mirrors enter into competition about 25 per cent.

The cost of manufacture has decreased about 25 per cent since 1883. The decrease has been in materials and labor.

My selling prices have decreased since 1890.

The agricultural production consumed in my manufacturing is only lumber.

There should be a duty on the manufactured product.

My wholesale prices are 50 per cent lower than in 1892.

No. 3772.

Reply of F. A. Sinclair, of Mottville, N. Y., manufacturer of chairs.

[Established in 1859. Capital invested, \$15,000 to \$20,000.]

The value of my yearly production is from \$10,000 to \$15,000.

I have run only about half time since October, 1892.

There is no protection for my goods.

I think there has been no increase in competition.

I am opposed to tariff as it has been run of late.

I am not producing as many goods as in 1892; almost no demand.

No change here in labor. I think the tendency is to reduce wages.

I have no difficulty in construing the present laws.

There is no change in cost of living since 1890.

The cause of the general depression is: Money and time wasted in saloons with all the evils which follow the drink habit; building and supporting prisons, jails, poor houses, hospitals, asylums, etc. Wipe the rum traffic out of our beautiful country; stop the drunkard-maker's sales or kill him.

Lumber and cane are my raw materials.

My goods are both necessities and luxuries.

I pay 6 per cent on loans.

I do not know of any effect from immigration.

Nearly all my labor is skilled.

I employ usually about 25 men and women; my hours for labor are sixty per week.

The foreign competing articles enter into competition to a small extent.

Very few chairs exported, and prices are the same.

There is no change in cost of manufacture.

I believe there is a duty on cane, but as there is a combine which controls the price, I don't suppose we feel the duty very much. I would like to see comparatively free trade given a trial, although I am not certain that anything but prohibition of the rum traffic would give us real and permanent prosperity. God speed the day of its arrival.

No. 3773.

Reply of Louis Blessing, of Jackson, Mich., manufacturer of paper boxes, cigar boxes, etc.

[Established in 1887. Capital invested, \$19,000.]

Yearly amount and value of production from commencement of industry, as follows: Twelve thousand cigar boxes, value \$7,000, in 1887; 17,000 cigar boxes, value \$9,600, in 1888; 17,000 cigar boxes, value, \$9,600, and 500,000 paper boxes, value \$2,500, in 1889; 16,000 cigar boxes, value \$9,000, and 1,000,000 paper boxes, value \$9,000, in 1890; 16,000 cigar boxes, and 1,500,000 paper boxes, value of both \$22,500, in 1891; 16,000 cigar boxes, value \$9,000, 1,500,000 paper boxes, value \$13,500, and six paper machines, value \$2,500, total for 1892, \$25,000; 16,000 cigar boxes, value \$9,000, 1,500,000 paper boxes, value \$13,500, and 13 paper machines, value \$4,000, total, \$26,500 for 1893.

Have run for eighteen months ten hour per day, and the last six months nine hours per day, on account of a falling off of orders for boxes.

The duty on any manufactured article imported should be enough to equalize foreign labor to American. In my opinion the Americans would lose one-half of their wealth before they could get settled to compete with Europe.

In regard to reducing the rates of duty one-third, in my business there would be no reduction in production.

I have no wholesale price in my business, but if my production of 1890 were sold now it would bring \$1,580 less than then, and about the same for the 1892 product.

There has been an increase in domestic competition.

I am doing just as well, if not better, than in 1892.

Tendency of wages during past twelve months the same as formerly per hour, but work one hour less a day.

I can not give the cost of living, but know that some save \$1 per day the year round, while others could not get along a month without work. Same pay for each.

I have no difficulty in construing existing laws.

No. 3774.

Reply of Valley City Rattan Company, of Grand Rapids, Mich., manufacturers of furniture.

[Established in 1884. Capital invested, \$18,500.]

We make a line of what we, for want of a better name, call combination chairs (mostly rockers); that is to say, the frame of the chairs are made of wood in various designs, while the seat portion and back is rattan, or, more properly, rattan reeds woven in fancy patterns. I can not give the output the first two years, which, for all practical purposes, was *nil*. I had no knowledge whatever of the business when I commenced. From 1885 until July, 1893, I never had an idle hour and never stopped but for enlargement and stock taking. We closed in July for lack of orders.

We desire no duty whatever. Rattan goods are not produced to any extent in Europe. Holland does a little. But one American workman will produce twice as much in a given time as a foreigner. That has been my experience.

In regard to reducing the rates of duty one-third, you might wipe out the entire duty without detriment to anyone.

Domestic wholesale prices of goods in 1884, 1890, and 1892: In 1890, \$5 per chair; 1892, \$3.50. The cheapening is due to our change in the kind of goods we make. Up to 1890 we made pure rattan chairs. These goods are a higher grade than the combination chairs we now manufacture.

I never saw or heard of a chair of our make being imported, or of a pure rattan chair being imported. Domestic competition in our line has been light.

Do not desire a duty of any kind. I believe in free trade with all the world just as it exists between States.

We are not producing as many goods now as we were in 1892, on account of lack of orders.

Tendency of wages is downward. We reduced our wages 10 per cent. This is a suspended reduction and will be restored when our output reaches normal proportions.

I have one man, a Hollander, in mind, who has worked for me six years. He has in all this time been assisted by his boys, and, I think, his earnings have averaged \$18 a week. He was out of work three weeks this Christmas and had not a cent left, and was head over heels in debt besides.

I do not think there is an appreciable difference in the cost of living. Flour is low and so are oranges; so-called woolen goods are cheaper, but it is more than offset by their atrocious quality.

Cause of present depression, and remedy: Increase in land values; land monopoly. The adoption of Judge McGuire's substitute for the income tax, but enlarged so as to furnish the entire revenue for all purposes, general, State, and municipal; in other words, the unlimited single tax. Necessarily the abolishment of all other taxes.

Every part of the chair is to us raw material, rattan reeds being the principal part.

Our goods are to a large extent luxuries.

We pay the rate of 7 per cent on loans.

Immigration has no effect on us whatever.

Ninety-nine per cent of our labor is skilled.

Reduction of duty on goods must be met by doing nothing.

We employ 30 men, 20 women, no children; unskilled, \$1.25 per day; skilled, male, about \$10.50 per week; females average about \$5 per week.

Our laborers are employed sixty hours per week.

We have no competition whatever from abroad.

We do not export.

Cost of manufacture has increased about 5 per cent since 1883.

This increase has been in rent; insurance; increased cost of superintendence.

Selling prices have decreased since 1890.

Our component materials are rattan reeds.

With free raw material there would not be a necessity for a customs duty.

German reeds are largely imported and sold for from 1 to 2 cents per pound less than the American product. They are the equal of the American product in every particular. Why don't they drive the American manufacturers out of existence? I can, if need be, give quotations from both American and German goods and samples of each product. In conclusion, I would like to say that if your honorable body, the Senate, wants to give the country a reason for being in existence, pass the Wilson bill promptly, or if you must meddle with it enlarge the free list. Do your debating after the bill passes.

No. 3775.

Reply of Silver Creek Stepladder Company, of Silver Creek, N. Y., manufacturers of stepladders.

[Established in 1888. Capital invested, \$18,000.]

The first year's output was about \$3,000, and the output for 1893 was \$18,000. About one-third of our goods are exported to foreign countries. There is a gradual increase of competition with us as well as with other manufacturers of other goods.

Since about July last, or at the time of the depression in all lines of business, our trade began to fall off, until the commencement of the present year, our trade was reduced nearly two-thirds in volume. A tendency of prices has been to reduce, and it has also been necessary for us to reduce the wages of our men to enable us to meet the prices we were offered for our goods.

Our principal commodity of raw material is lumber, and our manufacturing products are necessities.

Rate of interest on money is 6 per cent.

The effect of immigration is depressing.

All of our labor is skilled.

The reduction of duty on goods we manufacture would necessitate a reduction from the price of labor.

We employ 20 men; run sixty hours per week.

Our selling prices for the past three years have been on the decline.

In our opinion a lack of confidence in the present administration in endeavoring to enact laws having embodied certain reductions of tariff which will, if passed, wreck the interest of all business men handling manufactured articles, as well as the manufacturers that have foreign competitors handling and manufacturing the same class of goods.

No. 3776.

Reply of Jaeckle & Co., of Buffalo, N. Y., manufacturers of doors, etc.

[Established in 1891. Capital invested, \$18,000.]

We have been running full time during summer season (ten hours), and eight hours during winter, by daylight only.

We do not import.

As to domestic wholesale prices of goods in 1884, 1890, and 1892, no change or difference of any kind.

There has been no increase in competition.

We are producing the same amount of goods now as we were in 1892.

There has been no change in wages.

We have no difficulty in construing the existing law.

Cost of living has not changed since 1890.

Depression is due to meddling with tariff.

Our raw materials are lumber.

Our goods are necessities and luxuries.

We pay the rate of 6 per cent on loans.

Immigration has no effect on our business.

Our labor is 50 per cent skilled labor.

We employ 50 men; labor, 15 cents per hour; skilled labor, 25 to 30 cents per hour. Our hours of labor are sixty per week.

Foreign articles do not enter into competition with us.

We do not export.

Cost of manufacturing has not changed since 1883.

Selling prices have not changed since 1890.

We consume no agricultural productions.

If raw materials were free there would be no necessity for a customs duty.

Wholesale prices are the same as in 1892.

No. 3777.

Reply of Warren Manufacturing Company, of Riverton, Va., manufacturers of house-building supplies.

[Capital invested, \$16,000.]

We are engaged in manufacture of house-builders' supplies, and our desire is that the Senate pass the Wilson bill, as it came from the House, and that it be done at once.

No. 3778.

Reply of Nashua Novelty Works, of Nashua, N. H., manufacturers of wood.

[Established in 1870. Capital invested, \$16,000.]

We produce \$15,000 worth of general wooden novelty goods and chairs per year.

We have been running less than full time the last six months—hard times.

The present rates of duty preferred.

We will make a reduction in production equivalent to the tariff reduction.

Competition has not increased much.

No change wanted in duty.

We are producing about one-third less goods than in 1892, from a reduced demand.

Wages are nearly uniform.

Cost of living, about \$500 per year each family.

We have no difficulty in construing existing law.

No change noticed in price of living since 1883.

The depression is due to too much reckless business, bad debts, and financial overobligation. Remedy: Anything honest that will restore confidence, and time for the condition to heal itself.

Twenty-five per cent of our component materials are raw materials.

Our goods are necessities.

We pay the rate of 6 per cent on loans.

Immigration has rather overstocked the labor market.

We employ three-fourths skilled labor.

We employ 15, mostly grown men; \$1 to \$2 per day.

We export nothing.

Not much change in the cost of manufacture since 1883.

Not much change in labor and materials since 1883.

Selling prices have decreased since 1890.

Our raw material is mostly native lumber.

We can not give prices on such variable goods as ours. We estimate quite a decrease.

We prefer no change in rates of duty.

No. 3779.

Reply of Wytheville Builders' Supply Manufacturing Company, of Wytheville, Va., manufacturers of lumber, sash, doors, blinds, etc.

[Established in 1890. Capital invested, \$16,000.]

We run on half time for about three months every winter.

There has been an increase of domestic competition in our line during past four years.

We are not producing as many goods as in 1892.

Price of wages has been lower during past twelve months.

Cost of living has decreased about one-third during past four years.

Our raw materials are lumber and glass.

Our goods are both luxuries and necessities.

We pay 8 per cent on loans.

Our labor is about one-third skilled.

We pay our workmen from 50 cents to \$3 per day of ten hours. Our hours of labor are forty-eight per week.

Foreign articles do not compete with ours.

Cost of manufacturing has decreased since 1883. The decrease has been in both labor and materials.

Our selling prices have decreased since 1890.

No. 3780.

Reply of Jamestown Sliding Blind Company, of Jamestown, N. Y., manufacturers of sliding blinds.

[Established in 1888. Capital invested, \$16,000.]

We turned out last year about \$18,000, all sliding blinds.

We are now running thirty-eight hours per week, and have been about two months. Until last fall we have never been short of work.

We believe the present cause of our not being able to get orders is want of confidence of manufacturers on account of the pending Wilson bill.

We do not have any foreign competition.

In 1889 we sold pine blinds at 60 cents per lineal foot; we now get for same blinds 50 cents.

Competition has more than doubled during the last four years.

At present we are just finishing up our orders, and if we do not get any more soon we will have to let our men go until we get more orders.

We pay the same wages now that we did a year ago.

The prices of the necessities of life are about the same as a year ago.

Cause of depression, the fear of the Wilson bill becoming law.

Rough lumber is our raw material.

We can hardly answer as to our goods being luxuries or necessities. They are inside blinds for all kinds of residence buildings.

We pay 7 per cent interest on loans.

Immigration has a tendency to bring down wages.

About 40 per cent of our labor is skilled.

We have now on our pay roll 13 men; last fall we had 18. Skilled labor, \$2 per day; ordinary, \$1 to \$1.50 per day. We do not employ either girls or boys. Sixty hours is our regular time; working thirty-eight at present.

We wish the Wilson bill to be defeated or passed soon as possible, which will relieve the present uncertainty which exists.

No. 3781.

Reply of the Chautauqua Furniture Company, Jamestown, N. Y., manufacturers of furniture.

[Established in 1890. Capital invested, \$16,000.]

In 1892 our production was \$18,000; 1893, \$28,000. This amount represented for 1892 about 10,000 center tables; for 1893 about 14,000 center tables. Average value for 1892, less than \$2 each; for 1893, about \$2 each, and at present about \$2.60 each.

During October, November, December, and January just passed we have run but eight hours time, and have been entirely shut down three weeks. The reason was simply lack of orders for goods, occasioned, in our opinion, by the restricted ability of the working public to purchase furniture.

The existing ad valorem rate of 35 per cent is sufficient.

The competition we have to fear is only Canadian. They have very cheap lumber, cheap fuel, and their railroads discriminate in favor of Canadian manufacturers. They pay lower wages than we do here, and on cheap grades of furniture they are able to produce it lower than we can. We think the rate of 35 per cent is as low as it can be to shut out this competition, and there is competition enough in the United States to keep the price to the consumer where, or below where, it belongs.

Free lumber and free coal would do it if we could get the benefit of the reduction, i. e., if we could have our coal and lumber laid down at our factory at prices lower than we are now paying by the amount of the present duties upon them. With coal and lumber at present prices, the alternative would be to reduce wages if we attempted to meet competition on the cheaper grades of tables.

There is no established wholesale price. On the same tables, or tables of equal productive cost, the wholesale price has slightly declined since 1890 and is fully as low as in 1892. Since 1884 the price has been reduced fully one-fourth, and possibly more.

There has been a great increase in domestic competition during the past four years.

We desire an ad valorem duty because a piece of furniture, table for instance, may range in value from 60 cents (as ours do) to \$18. On the same sized table the price varies from \$1 each to \$7.50.

We are producing about three times what we were in 1892.

For the past year the tendency has been to lower wages.

Upon inquiry we are advised that two families, one with six members and one with four, manage to live and are paying for their homes at the rate of \$3 per week on wages of \$2 and \$2.10 per day.

We have no difficulty in construing existing law in regard to importation.

Aside from the usual fluctuations in the prices of farm products cost of living has not changed. Possibly the general tendency for general merchandise is downward, but living is about the same as in 1890.

Concerning present depression and remedy, we submit the universal policy of providing nothing beyond immediate wants, or immediate demands, while formerly manufacturers made up stocks of goods with confidence that they could sell them; of late they have not been so sure of a market, and so have not accumulated stocks. That made work scarce and less wages, in the aggregate, paid, so there was not as much

money in circulation and therefore not as much spent. By having the matters affecting our finances, tariff, and silver and internal revenue measures, settled, and that speedily, will give relief for the present at least. If the wrong policy is adopted it will be apparent later, but any policy in reason that may be settled upon will restore confidence to at least those who believe in it, and confidence to go ahead is now universally lacking.

Our raw materials are lumber, coal, varnish, glue, hardware and paper.

Center tables are both luxuries and necessities.

We pay 6 per cent on general loans; 7 per cent is the bank discount.

Immigration is beneficial. Swedes are our workmen, and they take to the furniture business readily, doing good work and receiving low wages, and they are generally possessed of a desire to own their own homes, which is a guard against labor disturbances.

About one-half of our labor is skilled.

We employ 35 men, 2 boys and no women or children. Men receive from \$1 to \$2.50 per day. Boys receive 75 cents; ordinary labor from \$1 to \$1.25 per day; skilled, i. e., running a machine, simple, \$1.25 to \$1.60; skilled labor, \$1.50 to \$2.50 per day. Our hours of labor are sixty, when running full time.

Canadian-made cheaper furniture does not enter to any extent into competition, but would be glad of the opportunity. We recently made 3,000 tables for which we received \$9 per dozen that were being made for the same firm, for their Canadian trade, in Canada for \$6.50 per dozen.

We do not export.

Cost of production since 1883 has decreased largely. Cause, better machinery and better knowledge of the business of manufacture, stimulated by much larger sales than ever before and therefore much greater competition.

Materials are higher, labor somewhat higher, but competition is what has brought about the reduction.

Selling prices have decreased slightly.

Our entire consumption is of domestic productions, saving only the gums which enter into the making of the varnish.

We use no component materials in our manufactures. If we could have raw materials and an abundant home market that would give satisfaction; but we don't want to sacrifice our market for the free raw materials.

No recommendations to make in regard to tariff whatever, excepting to adapt the laws to the changing conditions of business.

No. 3782.

Reply of N. K. Bowman & Co., of North Lawrence, Ohio, manufacturers of carriage material.

[Established in 1889. Capital invested, \$16,000.]

Yearly value of production from commencement of industry in all departments has been about \$65,000.

Only in the last six months have we been obliged to run on one-half time, owing to poor collections and scarcity of money.

Rates of duties do not directly affect us, but in general we prefer

specific duties for the reason that they are more "specific," thus being less liable to evasion, but would have them just high enough to enable domestic manufacturers to compete with foreign manufacturers without exorbitant profit.

If the rates of duty were reduced one-third no reduction whatever will be necessary in cost of manufacture.

The wholesale prices have been slowly falling all the time with a slight rise in 1892-'93.

There has been an increase of domestic competition.

The output of goods now, compared with 1892, is not so good, owing to scarcity of money.

Wages average the same as twelve months ago.

The cost of living of families of skilled workmen: One, \$500; one, \$550; one, \$600 per year.

We have no difficulty in construing the existing law.

Cost of living has increased during past four years.

The present financial system, which enables a few persons to "corner" the money gold of the country, has caused present depression.

Our raw materials are logs.

Our goods are necessities.

We pay the rate of 8 per cent on loans.

Immigration has had no visible effect on our business.

Our labor is one-third skilled.

Reduction of duty on goods will not affect us.

We employ 25 men at from \$2.50 to \$1.25 per day.

Our hours of labor are fifty per week.

None of our manufactures are exported.

Cost of manufacture has decreased since 1883 to the extent that machinery has been improved.

Our selling price has decreased, caused by greater effectiveness of machinery.

Concerning consumption by us, directly or indirectly, of products of agriculture, we consume one-third agricultural and two thirds of other products.

We pay duty on lumber.

With free raw material no duty is necessary on manufactures.

Wholesale prices have been as follows: Hickory axles, 1884, \$35 per 1,000; 1890, \$38; 1892, \$40; 1894, \$38. Oak finish, quartered, 1884, \$45; 1890, \$48; 1892, \$50; 1894, \$45.

We indorse the Wilson bill.

No. 3783.

Reply of Benicia Planing Mill, of Benicia, Cal., manufacturers of lumber.

[Established in 1883. Capital invested, \$15,000.]

I ran about half time last year.

Competition in our line has remained about the same during past four years.

I am manufacturing about one-fourth the usual amount of goods, owing to stringency of money market and uncertainty of tariff and financial laws.

Bull. 28—6

Price of wages has been reduced 25 per cent during past twelve months.

Price of living has slightly decreased during past four years.

My raw material is lumber.

My goods are luxuries.

I pay 8 per cent on loans.

Nearly all of my labor is skilled.

I employ from 20 to 40 workmen, but not regularly. My hours of labor are fifty to sixty per week.

Cost of manufacture has slightly decreased since 1890. The decrease has been in both labor and materials.

My selling prices have decreased since 1892.

No. 3784.

Reply of California Rattan Company, of San Francisco, Cal., manufacturers of furniture.

[Established in 1890. Capital invested, \$15,000.]

The value of our yearly production has been, in 1890, \$6,000; 1891, \$6,500; 1892, \$7,000; 1893, \$13,000.

We ran three-fourths time, eleven months, in 1892; three-fourths time, six months, in 1893, with an increase in help of 50 per cent.

The old rate (specific) is good enough to place domestic goods on an equal footing with foreign goods.

If duty on material was reduced the commission houses will get the difference.

The material was 25 per cent less in 1884. The wholesale price in 1884 was 100 per cent; 1890, 80 per cent; 1892, 75 per cent.

We have competition in China only.

We have no choice of duty.

We are producing about 25 per cent less goods now than in 1892; as there is no demand, too many unemployed.

The cost of labor is about the same as 1892 and less than in 1884.

The cost of living for family consisting of a man, wife, and two children is as follows, per month: Rent, \$15; groceries, \$8; butcher and fuel, \$10; clothing, \$7.50; car fare, \$5; total, \$45.50. Man, wife, and three children, per month: Rent, \$12; groceries, \$16; butcher and fuel, \$15; clothing, \$15; total, \$58.

We have no difficulty in construing the present laws. Give us the Wilson bill, with a specific duty.

No. 3785.

Reply of S. C. Small & Co., of 26 Broomfield street, Boston, Mass., manufacturers of furniture.

[Established in 1883. Capital invested, \$15,000.]

Amount of production has been \$600,000. It was about \$60,000 per year.

We have been running eight hours since last July. Reduction of two hours was made on account of dull business, occasioned by a

change in the administration and an uncertainty as to the silver question and change in tariff.

No change in the present duty is necessary.

None of our goods could be exported to any extent. Here is a case in hand: We were in London three years ago and tried to introduce a fine barber's chair, price \$50. They said they could not sell one a year and showed us chairs used throughout England for \$3.75. They shave there for 4 cents. Customer gets up and washes his own face and combs his hair. We tried the continent with the same result. We must depend on home market. None of our class of goods imported.

Labor has been \$12 to \$18 per week up to last summer; now, \$9 to \$15, a reduction of about 20 per cent.

The furniture trade does not want any change in the duties on furniture or anything else. The sale for our goods depends upon the prosperity of the country.

No. 3786.

Reply of Peoria Lounge and Mattress Company, of Peoria, Ill., manufacturers of furniture.

[Established in 1889. Capital invested, \$15,000.]

Amount of production is from \$40,000 to \$65,000 a year.

The months of January, February, and July of each year are usually dull, and we work on an average of eight hours per day during the above months. We have been running short time, more or less, since August 1, 1893, up to the present time. We think the reason is on account of the general depression which has tied up the money market. Although we have experienced no difficulty in obtaining all the money we wanted to meet our obligations, yet we know thousands of others have, but we think the fault was more or less their own. I know of two or three cases, of which I will only give one as example: A stock company, of which five held a controlling interest; these five elected themselves as board of directors, and each one drew a salary of \$5,000 per year, and the whole five did not do as much for the interest of the factory as two men should. Result was they have been borrowing money on which they paid 6 per cent to declare a dividend yearly. When this last depression came, and money became close, they had to close down and throw 800 men out of employment, all on account of the Democratic success of 1892 and fear of the Wilson bill. The result is, the stockholders demanded a special meeting and cut the salaries of these five directors down from \$5,000 to \$2,000 a year, which will leave \$15,000 a year in the treasury to meet their obligations, in place of borrowing.

This, I believe, is the cause of so many failures of late, as prices on all manufactured goods have decreased yearly in the past twenty years. Labor has also decreased in the same proportion. Profits have decreased in our line in the past eight years also, while living expenses have increased. Competition has also increased to a great extent, and the output can more than supply the demand. Reduction of the tariff can not directly affect us or the wages of our employés. The manufacturers in general are taking advantage of present conditions in forcing down wages, the same as Wall street speculators take advantage of a rumor one way or the other. Manufacturers have a mania for having

something cheap, and at times like these, to meet urgent demands, are offering their product for less than cost. This will have its effect later, and also tends to lessen wages. The manufacturer never thinks of raising the price on his product to make money, but to lower the wages, and in that way be able to outdo his competitor. The cause of this depression started in European countries. As money became very scarce over there it created a demand which also caused money to be sent from here over there. The closing down of factories caused laborers to draw their savings from savings banks, and the savings banks, to meet this demand, had to draw their surplus from the national banks, which made the loans and extensions to commercial interests impossible.

Immigration to this country has lessened wages more than any cause. Our tariff heretofore, which excluded the foreign product, forced factories over there to lessen their expenses by laying off hands, who came to this country in search of work for what they could get. This has had its effect in the last four years.

I can not see why a farmer growing sugar on his farm should have a bounty and the one growing corn have none.

A speedy settlement of the tariff will do much to improve business, and a rigid economy in the management of national affairs will make prosperity permanent.

No. 3787.

Reply of H. Rikhoff & Co., of Cincinnati, Ohio, manufacturers of upholstered furniture.

[Established in 1887. Capital invested, \$15,000.]

Amount of upholstered furniture and mattresses manufactured has been as follows:

1885.....	\$32,000	1890.....	\$67,000
1886.....	41,000	1891.....	52,000
1887.....	52,000	1892.....	48,000
1888.....	54,000	1893.....	38,000
1889.....	60,000		

We ran less than full time both in 1892 and 1893, on account of inability to sell goods.

I do not think the tariff would affect us at all.

Do not think it would make any difference if duty were reduced one-third.

Prices have been declining right along except during a very short time after the tariff of 1890 went into effect; then some of the plush and carpet manufacturers advanced goods for a very short time. The same goods are now lower than ever before.

Have no competition excepting the usual new beginners.

We want specific duty every time, because then all pay exactly the same duty. Ad valorem favors only the largest importers, because a buyer placing a large order can always buy from 10 to 25 per cent cheaper than a small dealer, and therefore ad valorem duty would be less in the same proportion.

We are not producing as many goods as in 1892. No demand for our goods now.

Wages have gone down in past year.

Our workmen spend all they earn, from \$12 to \$15 per week.

Cause of depression: Delay of Congress and the Senate.

The tariff bill should be disposed of at once, it matters not how, just so it is settled, and then the people will also settle down and all will work out all right. It is the uncertainty that depresses trade.

Selling prices have decreased since 1890.

No. 3788.

Reply of Bremenkamp & Son, of West Covington, Ky., manufacturers of parlor furniture.

[Established in 1886. Capital invested, \$15,000.]

Our production has been as follows:

1886.....	\$5,000	1890.....	\$27,000
1887.....	8,000	1891.....	35,000
1888.....	12,000	1892.....	38,000
1889.....	20,000	1893.....	32,000

It is impossible to state value on articles, as price changes with styles, which change semiannually.

In 1892 we lost very little time, but in 1893 we worked from July until the present time on three-fourths time. This is on account of there being no demand for our goods.

If the rate of duty were reduced one-third we would have to make a like reduction in cost of production.

The prices are at least 25 per cent less than in 1886. As prices change with styles we can not answer fully.

Domestic competition has increased considerably in past four years.

We only desire to have duty as it is or has been, as we had very good business until 1893.

We are not producing as many goods as in 1892, as there is no demand.

We pay same wages as in 1892.

Leave rates of duty as they are.

The price of living has decreased at least 10 per cent in past four years.

Cause of depression is lost confidence in party. To remedy it is to let the tariff alone.

Our raw materials are flax, lumber, tacks, jute, plush, tapestry, brocatelle, and steel springs.

Our goods are luxuries.

We have not borrowed any money, to know the rate of interest.

Immigration has not affected us any.

We employ about 8 per cent skilled labor.

Reduction of duty on goods must be met by making a cut in wages and general expenses.

We employ 8 men, 4 boys, 1 girl, who receive pay from \$2 up to \$15. They work sixty hours per week.

Very little foreign competition, only on better class of goods.

We do not export any of our goods.

Cost of manufacture has decreased since 1886 about 10 per cent.

Decrease has been in materials, both foreign and domestic.

Goods are being made cheaper, hence decrease in selling prices.

Almost all of our goods are domestic except silks.

We buy our component materials from the jobber, and do not import ourselves.

If duty is taken off raw materials then it must be put on manufactured goods.

Impossible to give wholesale prices, as they change with styles.

Leave existing rates of duty as they are.

No. 3789.

Reply of Roman Alexander, of Minneapolis, Minn., manufacturer of office furniture.

[Established in 1883. Capital invested, \$15,000.]

My yearly value of production from commencement of industry: Bank, office, church, and house fixtures and interior finishing, about \$25,000 annually.

We were running during the three winter months of 1892-'93, eight hours daily, the present winter since November 1, until February 15, eight hours; since then not any, but will start about March 10, at eight hours until orders come in.

I believe in duty enough to offset the difference in wages of foreign countries, in order to give labor the purchasing power necessary to general prosperity.

I do not know of any duty upon such manufactures, nor do I think it would be necessary.

Competition has been increasing, while the demand decreased greatly since the winter 1892-'93.

I do not think duty necessary on my goods (except possibly against Canada), but on other goods in question, ad valorem.

I am not, by 50 per cent, manufacturing as many goods as in 1892, owing to general depression in business, low price of farm products, lack of confidence, undecided tariff legislation.

Wages decreased greatly, without immediate prospects of employment.

The cost of living of families of skilled workmen is about \$40 per month; rent, \$7 to \$10; fuel and provisions, \$20; clothing, \$6; miscellaneous, \$4 to \$6.

No imports of articles I produce, nor could it be, except possibly from Canada.

Cost of living has decreased about 15 per cent or more during the past four years.

Depression is due to late foreign financial troubles. Distrust of foreigners toward our securities, concentration of heavy capital in time of prosperity in manufacturing and other enterprises injurious to smaller firms and individuals, causes overproduction far beyond consumption, reduces the number of energetic self-relying middle classes by forming of trusts, corporations, and stock companies, enabling their officers to draw high salaries without investing anything, and, besides other causes, the low price of farm products.

Legislation encouraging smaller concerns and closer control of trusts and corporations operating with other people's money; encouragement of honest immigration; enforcement of law in strikes and outbreaks; closer relations with South America.

Lumber is my raw material.

Our goods are necessities in a civilized country.

I pay 8 per cent on loans.

I think immigration has a good effect if of proper kind.

Nine-tenths of my labor is skilled.

I do not think such goods can be imported unless, possibly, from Canada. Should this occur wages would have to be reduced all around.

I employ about 20 men at \$1.75 to \$3.50 per day, 6 boys at 75 cents to \$1 per day.

My trade is local or neighboring States.

Our hours of labor are sixty per week, usually. Some winters forty-eight hours per week.

Cost of manufacturing has remained the same until about July, 1893. Wages have been reduced and the price of lumber decreased. Labor increased until July.

Our selling prices have decreased greatly.

I use some glass and mahogany lumber, I do not know the rates of duty upon mahogany.

I think there ought to be a duty on glass.

I do not manufacture stock goods, but prices on stock similar to my goods decreased.

No. 3790.

Reply of Robert Brand & Sons, of Oshkosh, Wis., manufacturers of office and saloon fixtures.

[Established in 1887. Capital invested, \$15,000.]

Annual amount of production, \$320,000; 1893, \$25,000.

Ran thirty-two weeks in 1893, the last six months of which was very slack. Prostration of business on account of change of Administration and policy.

Do not come in competition with foreign trade; depend entirely on the prosperity of the country.

Special prices each year. As demand ceases, have to sell at lower margins. Fall of 25 per cent the last year, principally in the cost of manufacture.

There is domestic competition in our line of business.

We are manufacturing about one-half the amount of goods as in 1892. Cause, no demand.

Wages down. Men offering to work for one-half of former wages, and glad to get a half loaf.

Cost of living of families of skilled workmen: Rent, per week, \$2; fuel, \$1; clothing, \$1; food, \$5. Price of living has decreased, saving on sugar, flour, and clothing.

Have no difficulty in construing the law in regard to importations.

Cause of depression—change of policy. Remedy—a tariff which will give our own people employment instead of people in England and Germany. A policy for the benefit of the working man, instead of playing into the hands of the professional men and the office holders, who live on a regular salary.

Lumber is our raw material.

Our goods are luxuries.

We pay the rate of 6 and 7 per cent on loans.

Immigration has the effect of increasing supply of labor and lowering the price of same.

We employ all skilled labor.

Reduction of duty on goods must be met by reducing wages.

We employ 25 men from \$1.50 to \$2.50 per day.

They work forty-five hours per week.

We have no foreign competition.

We do not export.

The cost of manufacture has decreased about 15 per cent. The decrease has been in labor.

Selling prices have decreased.

No necessity for customs duty with free raw material.

Would be willing to try the Democratic policy to see if there is anything in it, and as our business is ruined we can not be any worse, as long as there is free soup. We will try and stand it for three years more, when if your policy should turn out a singed cat, we will be only too glad to rejoice in our mistake.

No. 3791.

Reply of Fred. J. Bancroft, of Pawtucket, R. I., manufacturer of lawn-tennis goods.

[Established in 1886. Capital invested, \$15,000.]

I sell from \$50,000 to \$75,000 of goods a year.

Principally lawn-tennis goods.

The season for making is from November to August. Have run full time.

I need no duty to compete with foreign goods.

In regard to reducing the rates of duty one-third: No reduction in the cost of production would be necessary.

The domestic wholesale prices are about the same now as in 1886.

No more competition now than 1890.

I do not care whether there is duty or not.

My orders are about the same as in 1892.

I pay the same wages as in 1891 and 1892.

Make all material I use free.

I see no difference in cost of living in the past four years.

Extreme pressure of business is the cause of the present depression in trade.

Remedy, restrict immigration, and go slow.

Our raw material is lumber.

Our goods are luxuries.

We pay the rate of 6 per cent on loans.

Immigration has no effect on our business.

Reduction of duty on goods will not affect me in the least.

I employ about 30 men. They are employed sixty hours per week.

I can discount foreign goods in my line.

We have no export trade to speak of.

Improved machinery decreases cost of manufacturing.

The decrease has been in labor.

Selling prices have remained about the same.

There would be no necessity for a customs duty if raw materials were free.

Duties do not affect my business.

No. 3792.

Reply of ———, of ———, manufacturers of lumber.

[Name and location withheld by request.]

[Established in 1878. Capital invested, \$15,000.]

Do about \$40,000 worth of business yearly.

Since December 1, 1893, to date, have run on short time; cause, depression in business.

There are none of our manufacture of goods imported into this country that we know of.

Our goods are sold at about 10 per cent less now than at any time in our business.

Domestic competition has increased.

On account of more competition and dullness in business we are not manufacturing as many goods as in 1892.

We are paying the same wages we did twelve months ago.

Have no difficulty in construing existing law in regard to importations.

Cost of living has decreased the past four years.

Lumber is our raw material.

Our goods are necessities.

We pay the rate of 6 per cent on loans.

Immigration not felt in our business.

Fifty per cent of our labor is skilled.

We employ from 30 to 40 men, and pay from \$1 to \$1.50 per day; ten hours a day.

Our hours of labor are, when working full time, sixty per week.

No foreign articles that we know of enter into competition with ours.

Cost of manufacture since 1883 has increased about 20 per cent, both labor and materials.

Selling prices since 1890 have decreased.

The material we use is grown in this State.

Wholesale prices have decreased.

 No. 3793.
Reply of ———, of ———, manufacturers of canes and umbrella sticks.

[Name and location withheld by request.]

[Established in 1880. Capital invested, \$15,000.]

Our production formerly, \$25,000; lately, \$40,000.

We have been running full time up to the present.

To place domestic productions on an equal footing with the foreign product the rates of duty should be 50 per cent, because foreign countries have cheap labor, and the same which we manufacture here are made in Austria and Germany; hence the reason.

In regard to reducing the rates of duty one-third, about 50 per cent reduction in cost of production will be necessary to equalize American and European countries.

Goods sold in 1884 at \$36 a gross brought, in 1890, \$30; in 1892, \$24; now selling at \$18; and raw material is just as prices were before.

We have had increased competition, but principally in foreign goods. Prefer specific duty, because some goods can not be manufactured here as good as in Europe.

We are not doing as much manufacturing as in 1893, on account of foreign competition.

There has been a gradual reduction in wages the past twelve months.

The cost of living of families of skilled workmen, \$12 a week. They need all they earn.

We have had difficulties in construing existing law. Some goods are partly manufactured in raw, which they tax full duty, the same as in finished goods.

The price of living has increased.

American goods not much in demand and too much foreign goods in the market has caused the depression, and to remedy it we need 50 per cent duty.

Our raw materials are shellac, varnishes, stains, sandpaper, and raw wood materials, etc.

Our goods are principally necessities.

We pay the rate of 6 per cent on loans.

Immigration has no effect on our business.

Our labor is 50 per cent skilled.

We can not meet any reduction of duty; otherwise would have to manufacture other goods.

We employ about 25 people—all men. Ordinary work, \$8 to \$10; skilled, \$12 to \$15. Our hours of labor are fifty-nine per week in winter and fifty-four in summer.

Have competition to extent of about 50 per cent with foreign articles of like kind.

We don't export.

Cost of manufacture since 1883 has somewhat decreased in labor, but increased in manufacturing expenses, rents, etc. The decrease has been in material and labor, 10 per cent.

Selling prices since 1890 have decreased about 25 per cent.

We don't use much of our production—I mean of this country's production.

Our raw material is free. The finished goods should be 50 per cent duty.

Wholesale prices have decreased since 1892.

There should be on finished goods 50 per cent duty, and 25 per cent on partly finished.

No. 3794.

Reply of E. L. Tebbets & Co., of Locke Mills, Me., manufacturers of wood.

[Established in 1868. Capital invested, \$15,000.]

Amount of production for the year 1893, 155,000 gross thread and silk spools; value, \$20,400; other turnings, about \$2,500.

During the last half of 1893 we ran but little over half time. We make to order only, and we did not have orders.

We don't think any duty is necessary. Canada is the country that can compete with our products, and we have shipped more or less goods to Canada, although I understand there is a duty on them.

Some classes of goods are selling for the same prices as in 1884; other classes are selling from 5 to 10 per cent less, the reduction in price having been made within two or three years.

There has been an increased competition from domestic manufacturers within the last two or three years.

We desire no duty.

We are now manufacturing about two-thirds as many goods as were being manufactured here in 1892. Our goods are made entirely on orders from the large spool thread and spool silk companies. When they stop ordering of course we stop making. One large concern is ordering just three-fourths what they were a year ago. Others are not ordering as many in proportion. We have no means of knowing the reasons our customers may assign for lack of business.

The wages of day laborers has remained the same here for the past five years. The skilled laborers, who work almost wholly by the piece, have had their prices cut down about $12\frac{1}{2}$ per cent within the last two or three months.

We have no occasion for construing the laws.

I should say price of living had decreased to quite an extent, but can not say just how much.

In my opinion the immediate cause of the present depression was the silver-purchase law, helped along by extravagant Government expenditures, and the high tariff laws, trusts and corporations overcapitalized, and with extravagant methods of doing business.

In my opinion, if Congress would drop the silver question entirely, and would pass the Wilson bill promptly, business would immediately respond favorably.

White birch lumber is our raw material.

Our goods are necessities.

We pay 6 per cent ordinarily; occasionally 5.

Immigration does not affect us.

About four-fifths of our labor is skilled.

Don't think reduction of duty would have any effect on prices of our goods.

We employ about 25 men, 1 woman, no children. Ordinary labor \$1.25 per day. Roughers (piecework) earn from \$1.25 to \$2.25 per day; finishers (piecework), from \$2 to \$3 per day; machinists, \$2.50; engineer, \$2; others \$1.50 to \$2.

Fifty-eight hours per week are our hours of labor.

Foreign articles do not enter into competition.

We export nothing.

Cost of manufacturing has decreased not more than 5 per cent, probably nearer 2 or 3 per cent.

Decrease has been in labor.

Some prices are the same; some have decreased 10 per cent; on an average about 5 per cent.

Concerning consumption by us, directly or indirectly, of products of agriculture, about 500,000 feet white birch lumber, worth about \$9,000.

No component materials, on which we pay a duty, are used in our manufacture.

With free raw material there is no necessity for a custom duty.

In our business each customer has a line of pattern spools of his own, each customer having a different line from every other, and prices are agreed upon on each pattern of spool separately, and this price ordinarily holds, whether the order is large or small. So that wholesale and retail prices do not apply. With one customer we have made

a reduction amounting to 3 to 5 per cent within the past three months. With another customer we made a reduction of about 10 per cent, a year or more ago. Otherwise there have been no changes for several years, as far as I remember.

No. 3795.

Reply of M. F. Smith Manufacturing Company, of Parsons, Kans., manufacturers of handles.

[Established in 1889. Capital invested, \$15,000.]

Our yearly value of production from commencement of industry, \$3,000 to \$8,000 in 1893; two-thirds of this amount each year, handles; one-third, supplies.

Run full time with the exception of July and August each year.

To place domestic productions on an equal footing with the foreign product, no duty needed. Not in competition.

In regard to reducing the rates of duty one-third, no reduction is necessary in cost of manufacture.

As to domestic wholesale prices of goods, handles from 35 cents to \$2.50 per gross; no lower at this time.

There has been no increase of competition in our line.

We can protect our business.

Trade increasing in our territory.

Wages are stationary in our line.

The cost of living of families of skilled workmen: Rent, \$6 per month; coal, \$4; table, \$12; other necessary expenses, \$15. Family of 4 people.

We have no difficulty construing existing law.

No. 3796.

Reply of C. A. Erickson, of Red Wing, Minn., manufacturer of vehicles.

[Established in 1873. Capital invested, \$15,000.]

Value of our production is about \$12,000 annually.

Ten hours in winter and eight in summer is my usual time.

We need no duty to protect our line of goods.

If the duty on goods were reduced one-third it would make no difference to us.

I do no wholesaling yet.

As far as my observation goes, I have seen no increase of competition.

I don't care for either ad valorem or specific duty.

I am producing about the same amount of goods as in 1892.

I pay the same wages as formerly.

The cost of living for family of skilled workman is from \$400 to \$500, according to size of family.

As to difficulty in construing present law, we have none whatever.

The cost of living has decreased during past four years.

The cause of the present depression is too much speculation and the

general tumble of rotten concerns last season. Make people earn an honest living.

Bar iron and hard-wood lumber are my raw materials.

My goods are necessities.

I pay from 7 to 8 per cent on loans.

Immigration has no effect on my business.

Nearly all my labor is skilled.

The reduction of duty on goods will not affect us.

I employ 7 men, from \$1.50 to \$2.25 for ten hours' work.

Not any of the foreign goods of like kind enter into competition with us.

Not any of my goods are exported.

The cost of manufacture has decreased some since 1883.

The decrease has been in materials.

My selling prices have decreased since 1890.

We consume no agricultural products except for living.

If raw material were free there would be no need of customs duty.

My wholesale prices have decreased since 1892.

As to recommendation of rates of duty, I would suggest just the difference in cost of labor between United States and foreign countries.

No. 3797.

Reply of H. B. Smith & Son, of West Chesterfield, Mass., manufacturers of hoops, lumber.

[Established in 1885. Capital invested, \$15,000.]

Our yearly value of production, from commencement of industry: Sieve, riddle, and coal hoops, children's rolling hoops, drum, banjo, and tamborine rims, basket hoops, and lumber, \$10,000.

We ran less time from September to January, 1894. No orders.

We meet with no foreign competition.

Our domestic wholesale prices of riddle hoops: 1884, \$1 per dozen; 1890, 90 cents; 1892, 90 cents; 1894, 85 cents.

There has been an increase of competition from the West during the past four years.

We desire specific duty on lumber; best protection.

We are not producing as many goods as in 1892; demand not so good.

Wages have been lower during the past twelve months.

The cost of living of families of skilled workmen, \$375 per year
House rent, \$36; groceries, etc., \$100; wood, \$25; clothing, \$50;
butcher and fish \$30; tobacco, \$20.

Should like to have existing law continue as it is.

No. 3798.

Reply of the A. D. Smith Company, of St. Paul, Minn., manufacturers of sash, doors, blinds, etc.

[Established in 1887. Capital invested, \$15,000.]

We produce annually sash, doors, blinds, and store fixtures after special designs for local trade mostly; valuation, 1887, \$34,000; 1888, \$36,000; 1889, \$40,000; 1890, \$38,000; 1891, \$35,000; 1892, \$34,000; 1893, \$23,000.

During month of May to January, 1893, lack of local consumption on account of decadence in building enterprise.

Duties do not affect our business.

Very little, if any, reduction in cost of production would be necessary if duty be reduced one-third.

We have had no increased competition during the past four years.

We want specific duty, if any.

We are not producing as many goods as in 1892, from lack of demand for them.

There has been a reduction of about 10 per cent in wages.

The cost of living has decreased about 15 per cent.

The present depression has been caused by unnatural inflation in values in real and personal property by reckless speculation, a tendency in money concerns and corporations to pay too large salaries to officials, reckless and extravagant living by individuals and too careless expenditure of money by the Government in its Army and Pension Departments. Silver inflation and political tariff bugbears to be corrected by honest and careful management of Government funds, laws to control unjust speculation in food products and corporate bonds and stocks, individual care and economy in living and management of business.

Lumber and glass are our raw materials.

Our goods are necessities.

We pay 6 per cent on loans long time and 8 per cent short time.

Immigration has no special effect on our business.

Sixty per cent of our labor is skilled.

We would meet reduction by reducing price of labor.

We employ 30 men. Laborers, 15 cents per hour; skilled mechanics, 25 cents per hour.

Our hours for labor are sixty per week in summer and forty-eight in winter.

The foreign articles do not enter into competition with us.

We do not export our goods.

The cost of manufacture has decreased about 5 per cent.

The decrease has been in labor.

Our selling prices have decreased.

We consume in our manufacture about \$12,000 to \$15,000 worth of lumber and glass—all home production.

If raw material were free we would need no customs duty.

Our wholesale prices have decreased.

We have no suggestion to make regarding the present laws or the existing rates of duty.

No. 3799.

Reply of John Q. Clark, of Deposit, N. Y., manufacturer of sash, doors, and blinds.

[Established in 1868. Capital invested, \$15,000.]

I have been running less than full time each winter on account of lack of orders.

Do not know the rates of duty.

Do not import.

The goods I use upon which duty is paid are glass and lumber. The rates on fancy glass have been increased 10 per cent.

The condition would be that labor must be got for 25 per cent less to export to other countries the same goods.

There has been an increase of competition in my line of manufacturing of domestic goods during the last four years.

I desire specific duty, as it is positive and less chance for fraud.

I am manufacturing and selling as many goods as in 1892, for in this locality business is good with the exception of an oversupply of labor caused by poor business in other places.

The tendency of wages is downward.

There is a slight increase of cost of living in this locality.

The cause of present depression in trade is doubt about the tariff and its result, making it uncertain how or where to invest without loss. The remedy would be to make duty large enough to pay all our Government expenses as a nation, and to pay some on our indebtedness each year, and to protect such industries as would be used up without such protection.

The goods I manufacture are necessities.

The rate of interest on loans is 6 per cent.

I employ one-half of skilled labor.

As labor is at least one-third the expense, it would have to stand its share of reduction.

I employ from 15 to 20 men. Ordinary labor is paid \$1.25 a day, and skilled from \$1.50 to \$2 per day.

My selling prices have decreased.

As I look at this matter, the duty should be sufficient to pay the expense of the Government and some on the indebtedness each year without any tax whatever on home production and without any internal revenue; so arranged that it should protect our market, also to stimulate industries in this country of ours, and as little revenue as possible on the necessities of those who have small incomes.

No. 3800.

Reply of William F. Thompson, of Ithaca, Mich., manufacturer of butter tubs.

[Established in 1882. Capital invested, \$15,000.]

Annual amount of production, \$50,000.

Run full time all the time.

I don't export any butter tubs. If duty was taken off from woodenware in Canada and goods let into the United States free, it would hurt my trade the amount of duties levied.

In regard to reducing the rates of duty one-third, I would have to make reduction in wages.

Wholesale prices: 1884, 28 cents; 1890, 20 cents; 1894, 19 cents.

There has been an increase in domestic competition.

I want duty on foreign and none on domestic.

I am producing more goods than in 1892.

I pay the same wages all the time the year around, although wages outside have been lower.

All my men are good livers, but are all saving some money.

I have no trouble in construing the law in regard to importations, and no suggestions to make.

Price of living has decreased some in the past four years.

In my opinion the cause of the depression in trade was the people lost confidence in banks and were made to believe that if Cleveland was elected the country was ruined and would go to pieces, and they drew their money from banks and hid it in the ground, stopped circulation, and raised the devil generally. My remedy is to put the Wilson bill through quick and stop picking it to pieces, and then the people will go to work and trade will resume in its proper channels.

My materials are all raw.

My goods are necessities.

Interest here is 8 per cent on loans.

I would like to restrict immigration.

Two-thirds of my men are skilled workmen.

There is no woodenware shipped into the United States, and I don't want the duty taken off from raw material in Canada, as it would hurt my trade materially.

I employ 50 men; I pay from \$1.25 to \$4 per day.

They work sixty hours per week.

Foreign articles of like kind do not enter into competition.

Not any of my goods exported.

The cost of manufacture has decreased one-sixteenth on a dollar.

Decrease in labor and machinery.

Selling prices have decreased.

Concerning consumption by us, directly or indirectly, of products of agriculture, nothing, only in my men's living.

I pay no duty on material I manufacture. The duty on tubs is 20 per cent.

If you let in raw material from Canada free I could not compete with them, as there is plenty of white ash in Canada, and it is getting scarce in Michigan.

Wholesale prices have steadily decreased.

I do not make any recommendations, as I am not thoroughly posted on the existing laws governing the duties on exports and imports, but I am satisfied to take my chances on the Wilson bill as originally made, on all products, but do not think it right to let timber come in free from Canada, as it would hurt manufacturing in the United States, especially in Michigan, as we are so close to the line, and I think it would ruin all the woodmen chopping in Michigan if the duty was taken off from logs, butts, and timber in Canada. Hoping your committee will go to work and put the Wilson bill through, and thus settle the matter, so that manufacturers can go to work and know where they stand.

No. 3801.

Reply of Samuel S. Hamill, of Cambridge, Mass., manufacturer of pipe organs.

[Established in 1860. Capital invested, \$15,000.]

Our yearly amount and value of production from commencement of industry: Contracts amounting in the aggregate to \$25,000 annually.

Since August 1, 1893, have run about one-half time.

To place domestic productions on an equal footing with the foreign product, an ad valorem duty of 25 to 30 per cent is necessary, owing to the cost of labor, as compared with Europe.

If the rate of duty upon my goods was reduced one-third it would require a reduction in our prices here for finished work of about 20 per cent. This reduction would compel us to close our factories, as competition is sharp, and our net profits are less than \$20 on a hundred at present.

We have no wholesale prices. Our work is by contract only. There has been no considerable change in prices during the years you mention.

There has been a large increase of domestic competition in our line during past four years.

We desire an ad valorem duty as we are tolerably certain that parts of our work are imported in an unfinished state at a specific rate much below its value.

We are not producing as many goods as in 1892, chiefly because of increased competition.

Tendency of wages has been downward during past twelve months.

I can not give exact figures, as the cost of living varies considerably with different individuals. One family will on an income of \$900 save \$200 or \$300 per annum. Another family will spend it all. An approximate or average figure would be about \$700.

I have no difficulty in construing the existing law. In this connection I would suggest a close scrutiny of imported work in an unfinished state, as such work is imported at less than its actual value, and can then be finished here at a trifling cost, thus defrauding the customs and placing the finished article in our markets at lower figures than it can be produced here.

The price of living in my locality has increased in the item of rent, but has decreased in other respects.

Perhaps my opinion as to cause of business depression is of little practical value. I will, however, give it. Overproduction stimulated by a high tariff, and the withdrawal of capital from business to invest in Government and State bonds.

Lumber is our chief raw material.

Our goods are necessities, if churches are necessary.

We pay the rate generally of 6 per cent on loans.

Immigration has had no marked effect.

Our labor is all skilled.

Reduction of duty on goods must be met by cutting wages.

We employ 8 men; no women. Average wages, \$15 per week.

Our hours of labor are fifty-nine per week.

Foreign organs, as a whole, do not compete with ours; parts thereof do.

Very little of our manufacture is exported, and we realize less on that.

Cost of manufacture has slightly increased since 1883.

Increase has been chiefly in labor.

Our selling prices have decreased since 1883.

We consume no agricultural products in our manufacture. Lumber and lead enters into the work about 25 per cent of the total cost.

As to necessity of duty with free raw material, about 25 per cent would be necessary on the manufactured product.

Wholesale prices have gradually decreased since 1892.

In my particular industry a decrease in customs duties would prove disastrous, as it would bring foreign labor in competition with our own. I am aware that it is easy for the foreign skilled laborer to come here, but my observation shows that no sooner does he get here than he demands the current rate of wages paid here.

No. 3802.

Reply of A. A. Carr, of Ashby, Mass., manufacturer of white pine tubs, pails, and churns.

[Established in 1866. Capital invested, \$15,000.]

As to yearly amount and value of production from commencement of industry: White pine tubs, pails, and churns, 1890, \$17,225; 1891, \$18,400; 1892, \$18,000; 1893, \$11,000; 1893, inability to sell product September, October, November, and December.

We are not affected by duty directly to much extent.

Wholesale prices of pails: 1884, \$1.30 per dozen; 1890, \$1.10; 1892, \$1.10; 1894, \$1.

Domestic competition has increased.

We are not producing as many goods as we did in 1892; inability to sell freely at any profit.

The tendency of wages is downward.

Cost of living of families of skilled workmen, \$500 to \$600. Rents, \$6 per month.

Cost of living not changed materially; workmen demand more luxuries.

In my own case unemployed consumers; give consumers employment.

Pine timber is our raw material.

Our goods are necessities.

We pay the rate of from 5 to 6 per cent on loans.

Immigration does not affect our business.

Three-fourths of our labor is skilled.

We are not affected by duty.

We employ 12 men at \$1.50 to \$2 per day.

We work sixty hours on the average in good times.

Foreign articles of like kind do not enter into competition.

No export trade now; have sometimes made a slight reduction to export trade.

Cost of manufacture decreased 10 per cent.

The decrease has been in both material and labor.

Selling prices have decreased.

Nothing agricultural used in our manufacture.

Not affected directly by duty to much extent.

Wholesale prices have been as follows: 1884, \$1.30 per dozen; 1890, \$1.10; 1892, \$1.10; decreased 15 per cent.

No. 3803.

Reply of W. W. Harrison, of New York City, manufacturer of umbrellas and canes.

[Established in 1877. Capital invested, \$14,000.]

Amount of production: Can only go back six years:

Umbrellas:	
1888	\$40,888.26
1889	33,966.75
Umbrellas and canes:	
1890	40,379.29
1891	55,847.24
1892	34,000.38
1893	30,244.53

We have been running less than full time during all of 1893, partly from lack of orders and partly from lack of seeking orders.

To place domestic productions on an equal footing with the foreign product the rates of duty should be about 50 per cent on silk umbrellas. Having raw cotton and cheap cotton cloth we can get through without protection on cotton umbrellas. Having to pay 50 per cent duty on silk and three times as high wages as in Europe and three times as high rent as in Europe, we stand no show against foreign silk umbrellas at less duty than 50 per cent.

In regard to reducing the rates of duty one-third, about 10 per cent reduction in the cost of production would be necessary.

Domestic wholesale prices of goods in 1884, 1890, and 1892, the ratio is: 1884, 100 per cent; 1890, 80 per cent; 1892, 75 per cent; 1894, 67 per cent.

There has been a very large increase in domestic competition.

We desire an ad valorem duty because there is less chance of under-valuation.

We are not producing as many goods as we were in 1892, because there is less demand for them.

Wages are lower.

Have no difficulty in construing existing tariff.

Cost of living has decreased during past four years.

The cause of the present depression in trade is overproduction—the main cause; second, excessive competition; third, too much paid to real-estate owners on amount they have invested.

Silk and cotton cloth, steel ribs, umbrella furniture, and sticks are our raw materials.

Our goods are, some kinds, necessities. The higher priced, luxuries.

We pay 6 per cent on loans.

Immigration has depressed our business.

Ninety per cent of our labor is skilled.

Reduction of duty on goods must be met by paying less rent and wages and making less myself.

We employ 5 men; average \$18 per week, all skilled. From 4 to 6 females, all skilled, at \$7.50 per week.

They are employed fifty-six hours per week.

Scarcely any foreign umbrellas are imported.

We have no export trade.

Cost of manufacture has decreased about 10 per cent from reduction of wages. The decrease has been in both materials and labor.

Selling prices have decreased.

About 5 per cent agricultural production is consumed. About 50 per cent of other productions is consumed.

The component materials of our manufacture and rates of duty thereon: On silk, 50 per cent; on sticks, 35 per cent; on ribs, 45 per cent duty.

With free raw material there would be a necessity for a customs duty of about 20 per cent.

Wholesale prices have decreased.

Let the present rates of duty stand. Have only expert, practical men in the customs department. Raise the fine and period of imprisonment for undervaluation.

No. 3804.

Reply of H. O. Martin, of Providence, R. I., manufacturer of moldings and house trimmings.

[Established in 1870. Capital invested, \$12,000.]

Am working at present three-fifths time—first short time since 1873.

We use native lumber and pay no duty.

Trade local, no wholesale.

There has been no increase of competition in past four years.

Not producing as many goods as in 1892.

Lower wages last year.

No change in cost of living in last 4 years.

We manufacture necessities.

We pay 6 per cent on loans.

Immigration has no effect on our business.

Our labor is all skilled. We pay 20 and 25 cents per hour when running full time. They work sixty hours a week.

Foreign articles do not enter into competition with ours.

We export nothing.

Cost of manufacturing decreased 10 per cent since 1883.

Decrease has been in labor.

Also decrease in selling prices.

We pay no duty on material.

We recommend no change of existing rates.

No. 3805.

Reply of Millersburg Planing Mill Company, of Millersburg, Pa., manufacturers of doors, sash, etc.

[Established in 1870. Capital invested, \$12,000.]

We have lately received several circulars from you. We will answer some of your questions as far as we have any knowledge.

We have been running ten months in a year; no building done in our section during the winter.

Competition has increased wonderfully in the last four years by new mills starting up.

We are doing as much work as we did in 1892.
The tendency of wages has been downward.
The cost of living has probably decreased a little.
We would call our goods necessities.
We pay $4\frac{1}{2}$ to 6 per cent on loans.
We employ three-fourths skilled labor.
We employ 15 people. Wages from \$1 to \$2, averaging \$1.50.
They are employed sixty hours per week in the summer months; fall and winter averaging fifty-one.
Cost of manufacture has decreased.
The decrease is due in our estimation partly to labor and partly to improved facilities.
Selling prices have decreased.
We trust you will be able to form some idea from the above answers.
As far as duty is concerned we can give you no information, nor could we give you prices of three or four years ago. The reason that not all of the questions are answered is that we know very little about it.

No. 3806.

Reply of The Cleveland Store Fixture Company, of Cleveland, Ohio, manufacturers of furniture.

[Established in 1889. Capital invested, \$12,000.]

Our yearly value of production from commencement of industry, about \$35,000 per year, mostly store and saloon fixtures and show cases.

Have run less time during the last six months, only because the people were afraid to go into business. And those who were in business said times were too bad.

The duty necessary to place our goods on equal footing with foreign goods must be equal to or a little more than the difference in wages paid for our class of work, which would amount to about 50 per cent.

If duty was lowered we would be obliged to reduce wages, which is the largest cost of our production; this would mean a reduction of at least 50 per cent in wages.

Wholesale prices on our goods are about 30 per cent lower at present than they were in 1892.

Competition is increasing by home manufacturers.

We want ad valorem duty, because it would be a fairer duty for the manufacturer and purchaser.

We are not producing as many goods as in 1892, because there is no demand for them.

We have lowered wages in the last six months.

Skilled workman who earns \$60 per month pays \$15 per month rent; table expense, \$25 per month; shoes and clothing, etc., about \$10 per month.

We have difficulty in construing existing law.

Expense of living has decreased by 10 per cent during past four years.

Present business depression is due to want of confidence; an early decision on the tariff question is the remedy.

Our raw materials are lumber, glass, hardware, and varnish.

Our goods are necessities.

We pay the rate of 7 per cent on loans.

Immigration has had no effect on our business.

Our labor is about 80 per cent skilled.

Our raw material forms about 25 per cent of cost and labor 75 per cent of cost of manufacture, and to meet a proposed reduction of duty on goods we would be obliged to reduce proportionately.

We employ about 30 men and 2 boys.

Average skilled workmen earn about \$2.25 per day.

Our hours of labor are about fifty-one per week.

About 25 per cent of our manufacture meets with foreign competition.

We do not export.

Cost of manufacture has decreased 20 per cent in labor during past four years.

Our selling price has decreased since 1890.

We pay duty on mirrors.

With free raw material a duty is necessary on manufactures if wages are reduced.

No. 3807.

Reply of Big Rapids Door and Blind Manufacturing Company, of Waterbury, Conn., and Big Rapids, Mich., manufacturers of doors, sash, blinds, and lumber.

[Established in 1884. Capital invested, \$12,000.]

Output, about \$150,000 per annum, doors, sash, blinds, and lumber.

Since August, 1893, have run half time on average. Shut down entirely January, 1894, to date; no orders. Last six months running on stock and have some in storehouses, hoping for better business to sell on.

Present duty on manufactured articles of wood protects us amply. Free lumber no benefit, neither does it injure us.

Reducing duty on manufactured articles one-third would be greater than reduction of equivalent of raw material. Would reduce workmen's wages to meet such a change to a basis of present Canada wages.

As compared with demand, there has been an increased output. No foreign competition.

Duty is immaterial to us.

We are not producing as many goods as in 1892; can't find market.

We have made no cuts in wages, but have run less hours at the same basis.

It is impossible to estimate the cost of living of skilled laborers. We operate in two States where cost of labor and living vary.

We have no difficulty construing existing law.

Cost of living has decreased during past four years.

Scarcity of money last summer and consequent loss of confidence as to values caused the present depression.

Our raw materials are lumber.

Our goods are necessities.

We pay the rate of 5 per cent on commission and 6 per cent on loans.

Immigration has had very little effect on our business.

About 50 per cent of our labor is skilled.

Reduction of duty on goods must be met by cutting wages.

We employ about 125 workmen. Skilled, \$2.25 to \$4 per day; laborers, \$1.25 to \$2 per day; boys, \$3 to \$5 per week.

Our hours of labor are sixty per week.

We export 5 per cent of our goods at less price.

Cost of manufacture has decreased about 5 per cent, owing to improved machinery.

Selling prices since 1890 have decreased.

As to necessity of duty with free raw material, without duty on manufactures we could not compete with Canada.

Concerning our recommendation of change of existing rates, we are not experts. We were quite well off in 1890 and 1892, and hardly expect times so prosperous again.

No. 3808.

Reply of J. A. Gleason & Bro., of Van Wert, Ohio, manufacturers of parts of vehicles.

[Established in 1866. Capital invested, \$12,000.]

We have manufactured \$5,000 to \$10,000 worth annually of spokes, felloes, hubs, shafts, poles, bows, sleigh stiff, neck yokes, swingletrees, and other articles in those lines, besides considerable turned work, brackets, etc, for local trade.

During past two years we have run our factory pretty steadily until June, 1893, when we only ran one-third time; July and August, half time; September, two-fifths time; October, one sixth; November one-fifth; December, two-fifths; and January, one-third time. Reason, scarcity of cash orders, and inability to discount time paper, which compelled us to keep down expenses.

We think at least 10 per cent ad valorem duty necessary to protect our product against foreign products by reason of labor being cheaper in foreign countries.

In regard to reducing the rates of duty one-third, 10 per cent reduction in cost of production would be needed.

In 1892 prices were about 10 per cent higher than before or since.

Domestic competition has increased somewhat.

Specific duties would be preferable, if they can be adjusted.

We do not manufacture one-half what we did in 1892. Demand very much reduced.

The tendency of wages has been downward, with less hours daily labor.

We have no difficulty in construing existing laws, and would suggest a moderate duty on both raw and finished products, as there is plenty of home competition to regulate prices.

The cost of living has probably decreased 10 per cent in last four years.

Cause of present depression, fear of the effects of new legislation by Congress, and lack of confidence. Present laws are best, in our judgment.

Timber in the rough is our raw material.

Our goods are both luxuries and necessities.

We pay 7 to 9 per cent interest on loans.

We can not tell effect of immigration on our business.

We employ about one-half skilled labor.

Reduction of duty on goods must be met by reducing prices on labor and materials.

We employ 4 men at \$1.25, \$1.50, and \$1.75, and 2 boys at 75 cents and \$1 per day.

Our hours of labor at present about twenty per week only.

The character of foreign competing articles: Very few articles enter into competition, we think.

About one-tenth of our manufacture is exported, and we realize about same price as for home trade.

Cost of manufacture decreased slightly since 1883.

The decrease has been in labor portion; materials slightly increased.

Selling prices increased up to 1893, decreased since.

No agricultural or domestic products used in our manufacture.

We do not import anything.

Customs duty is needed on manufactured product.

Can not answer in detail, but prices rather tended downward since 1892.

Can not recommend any changes of existing rates of duty or administrative customs laws.

No. 3809.

Reply of J. W. West, of Blanchester, Ohio, manufacturer of hames.

[Established in 1882. Capital invested, \$12,000.]

As to yearly amount and value of production from commencement of industry, about 5,000 dozen pairs hames last year; value, \$15,000. Can not say as to former years.

July, August, and September, on account of financial panic, we run on short time.

Do not want duty reduced.

As to domestic wholesale prices of goods in 1890 and 1892: 1890, average \$5.50 per dozen pairs; 1892, \$4.50.

Competition has increased.

Prefer specific duty.

Producing double the amount of goods as in 1892.

The tendency of wages during past twelve months has been downward.

Find difficulty in construing existing law in regard to our importations.

Cost of living has decreased during past four years.

Concerning present depression and remedy, we submit want of confidence in the present Congress; return to a Republican administration.

Wood is our raw material.

Our goods are necessities.

Pay 8 per cent on loans.

Immigration has had a very depressing effect on our business.

Four-fifths of our labor is skilled.

Employ an average of 45 men, \$1.50 per day. They work sixty hours per week.

A small part of our goods is exported, but at same price as domestic consumption.

Cost of manufacturing about the same as in 1883.

Selling prices since 1890 have decreased.

None of our component materials are dutiable.

Average prices have decreased.

No. 3810.

Reply of T. H. Gilpin, of Greentown, Pa., manufacturer of variety lumber, umbrella sticks, fan handles, toys, etc.

[Established in 1882. Capital invested, \$12,000.]

Since the election of 1892 we have run on about one-half time.

We have no raw material; we buy our logs, and to cut is the work of man; there is no raw material outside of God's handiwork.

Cost of manufacture has increased to 1892 in the fall in labor.

Our selling price increased a very little till the election of 1892, when it fell 20 per cent.

There is no cause under heaven for the present depression except the Democratic power of the Democracy.

No. 3811.

Reply of the Alpena Spool Company, of Alpena, Mich., manufacturers of spools.

[Established in 1892. Capital invested, \$11,800.]

The amount of manufactured spools sold from February 16, 1892, to January 1, 1893, for \$12,887.05; from January 1, 1890, to January 1, 1894 \$9,439.55.

Since last July, 1893, to present time, we have been running on one-half time on account of depression in business.

In regard to reducing the rates of duty one-third, we would have to reduce the cost of production enough to wipe out the one-third reduction.

Our prices are as follows: 1892, prices range 6 cents, $8\frac{1}{2}$ cents, $9\frac{1}{4}$ cents, 25 cents, 26 cents, 30 cents, and 36 cents; 1893, $5\frac{1}{2}$ cents, $7\frac{3}{4}$ cents, $8\frac{1}{4}$ cents, 24 cents, 25 cents, 29 cents, 35 cents.

We have had an increased competition in foreign line from quite a few large mills in Canada during the last four months.

We do enough to keep out Canadian competition.

We are not producing as many goods as in 1892, for the reason that all the thread and silk mills have not been running, and their requirements have not been so large; depression in business the cause.

The cost of living at the present day is as much as it was four years ago.

Our goods are necessities.

We pay 8 per cent on loans.

Eight-tenths of our labor is skilled.

We would meet reduction of duty on goods by reducing the labor.

We employ 22 men, and pay ordinary labor \$1.25 per day; skilled, \$1.75, \$2, \$2.25, \$2.50, and \$3 per day. Sixty hours, when running full time, are our hours of labor.

The foreign competing articles will enter into competition from the Canadian Government, and in large quantities, if duty is reduced.

We do not export any; all domestic.

In regard to the cost of manufacture, it remains just the same, as we have not yet made any reduction, but if continued shall have to.

The material is steadily increasing in price.

Selling prices have decreased.

Customs duty on manufactured spools is necessary to keep the spool mills of the United States alive.

Prices have decreased steadily.

Not any change is suggested, unless a higher rate could be given.

No. 3812.

Reply of Boston Boxwood Company, of Boston, Mass., manufacturers of wood engravings.

[Established in 1881. Capital invested, \$10,000.]

Annual production from \$20,000 to \$25,000 worth.

Have run full time for past two years.

No duty is necessary on our goods; we can compete with any country; we ask for a market.

The prices are the same now as in 1880.

We have domestic competition.

We desire no duty.

We manufacture more goods than in 1892.

Wages are increasing.

It costs a family to live from \$10 to \$15 a week.

To retaliate, the Russian Government put on boxwood a duty of \$25 per ton in answer to the present law, for which we have to pay ourselves, not the exporter as claimed.

Price of living has increased.

Cause of depression: Trusts; too much capital in few hands; silver bill; tariff 1890; money taken from this country to help some of the so-called noblemen, but in fact loafers, through marriage to American heiresses.

Remedy, abolish the Senate; less red tape; more action and less talk.

Our raw materials are logs in the rough.

Our goods are necessities.

We do not loan or borrow.

Immigration has no effect on us.

Our labor is all skilled.

We employ 11 men and 1 girl.

They work fifty-nine hours per week; half holiday in June, July, and August, Saturday afternoons.

We have no foreign competition.

None of our goods exported.

Cost of manufacture has increased since 1883.

Decrease has been in materials and labor.

Selling prices the same.

We pay no duty.

There is no necessity for a customs duty with free raw material.

No. 3813.

Reply of Neppert Bros., of New York City, manufacturers of piano stools and covers.

[Capital invested, \$10,000.]

In reply to your circular letter received this day we beg to say that we think the speedy passage of the Wilson bill in the shape it passed the House of Representatives will relieve the business depression at once. The delay and uncertainty of its passing is killing. We are manufacturers of piano stools and piano covers. Our plant is located in New York City. Capital invested, \$10,000; annual sales usually about \$25,000; last year (1893) they fell below \$14,000. The wholesale price of our goods range from \$15 per dozen to \$180. We use lumber, iron, woolen, mohair, cotton and silk goods, hair, moss, and tow. In 1893 we were running one-half time for about six months.

We favor ad valorem of 35 per cent that will cover about the difference in the cost of the labor.

Competition is much greater than it was a few years ago.

We are manufacturing less goods, as the demand is smaller owing to the great number of unemployed people.

The tendency of wages during the past year has been downward.

The price of living is the same.

We attribute the depression to too high a tariff, which confines us to the home market, and too much domestic competition.

Our selling prices have decreased since 1890.

We trust you will use all your influence to keep coal, lumber, iron, wool, and sugar on the free list, as above articles cheapen production and affect us all either directly or indirectly, and will no doubt open new markets for our goods.

No. 3814.

Reply of William Atkinson, of New York City, manufacturer of canes and umbrellas.

[Established in 1882. Capital invested, \$10,000.]

As to yearly amount and value of production from commencement of industry, \$25,000 at present; been gradually growing each year up to 1892.

Ran full time up to June, 1892; then customers would not give orders. I have had a very poor business for nine months.

Our raw material comes in free and there is a duty of 35 per cent on finished canes and sticks, which is right. Still, there is heavy importation, and always will be, as certain people will have imported goods.

Prices have not varied much, but we make better goods.

Much more competition, both domestic and foreign.

Prefer specific duty. I think evasion of duty would be more difficult. At present the duty is evaded very much.

I am manufacturing about one-third of the quantity I was making a year ago. All my customers say poor business, and will not buy.

Wages remain the same. I have not the heart to reduce wages.

I have seen no evidence of the men having too much money. Now, with one-third work they have to pawn all they can spare.

Keep the duty up for the sake of the workmen. I do not want to see them any nearer in position to the Europeans, especially the Austrians.

No change in cost of living.

Fear of tariff reduction is cause of present depression. Keep the tariff up.

Our raw materials are canes and umbrella handles.

Our goods are both necessities and luxuries.

We pay the rate of 6 per cent on loans.

Two-thirds of our labor is skilled.

Employ 18 men, \$6 to \$14; 2 to 4 boys, \$3 to \$4 per week.

Our hours of labor are fifty-seven hours per week.

Have very much competition with foreign goods. Fine goods from London and Paris, cheap goods from Vienna.

None of our goods are exported.

Selling prices since 1890 have decreased not much.

Very little consumption by us of agricultural products except through the men's families.

We use Dowell's alcohol, shell-lac, etc.

Recommend no change whatever in tariff. Leave us alone and we are all right. I am an Englishman, brought up a free trader; but now America for Americans.

No. 3815.

Reply of A. D. Mills, of Montgomery, Ala., manufacturer of doors, sash, etc.

[Established in 1884. Capital invested, \$10,000.]

My yearly value of production from commencement of industry about \$15,000; ran less than half time during 1893 and 1894 to date, owing to general stagnation of business and consequent loss of profits among home builders and investors. Owing to short consumption, there has been overproduction, bringing sharp competition and price cutting.

I desire no duty whatever, absolutely free trade.

I am not producing one-fourth as many goods as in 1892. People are not buying, consequently are not buying.

Tendency of wages has been downward during past twelve months.

Cost of living has decreased in 1893 and 1894 owing to decline in price of breadstuffs and rents.

Present depression is due to too much kite-flying and too little work.

My remedy is free trade; live at home; buy only what we can't produce.

My raw materials are rough sawed lumber.

My goods are necessities.

We pay the rate of 1 per cent a month on loans.

Immigrants don't come here.

Our labor is nine-tenths skilled.

I employ 10 men; pay ordinary laborers, \$1; skilled men, \$2 to \$2.50.

Hours of labor are sixty per week when working full force and time.

There has been no material change in cost of living.

Selling prices since 1890 have decreased.

The writer, as expressed above, favors absolute free trade and does

not see the justice in tariff law for the protection of a few in any line at the expense of the many. If we, with our boasted Yankee ingenuity, skill, and energy, can not produce certain articles as cheaply as some other nation, let's leave that line to them and turn our attention to something we can. We do this in our intercourse as cities and States of a common country. Why not with nations?

No. 3816.

Reply of Radford Manufacturing Company, of Radford, Va., manufacturers of sash, doors, and building material.

[Established in 1891. Capital invested, \$10,000.]

Our shop turned out about \$20,000 worth of building material in 1892 and about \$9,000 in 1893.

We run only about one-fourth time in 1893, almost full time in 1892. Tariff rates we do not think affect us directly, but indirectly. So it would be impossible to give estimates on the products.

We are not producing as many goods as we were in 1892 because of pending tariff and financial legislation.

Tendency of wages during past twelve months has been downward decidedly.

Cause of present depression: Pending tariff and financial legislation. Remedy: Give us sound money and protection from foreign competition; American policy for Americans.

We pay 10 per cent on loans.

Immigration has no effect directly upon us.

Seventy-five per cent at least of our labor skilled.

The tariff does not affect us much directly; but works on our business through its effects on other industries.

We are now working only 9 people, all skilled but 1. Skilled, \$1.75; unskilled, 90 cents; average about forty hours per week.

No. 3817.

Reply of John G. Abbott, of Antrim, N. H., manufacturer of furniture.

[Established in 1860. Capital invested, \$10,000.]

The depression is due to tariff agitation and a possibility of free trade or free-trade wages. Too much uncertainty as to what a Democratic Congress will do.

No. 3818.

Reply of J. W. Lovering, of Sandown, N. H., manufacturer of washtubs.

[Established in 1887. Capital invested, \$10,000.]

Value of annual production, \$10,000; amount manufactured annually about 20,000 nests of washtubs.

Have run full time during past two years.

There has been no increase of competition in our line.

I desire specific duty.

I am producing as many goods as in 1892.

Tendency of wages has been lower during past year.

Cost of living of families of two per week, \$5.

Cost of living has decreased during past four years.

The advocating of free trade has caused depression in business.

Remedy: Protection.

Lumber is my raw material.

My goods are necessities.

I pay 6 per cent on loans.

Immigration has had no effect on my business.

About one-half of my labor is skilled.

Reduction of duty on goods must be met by reducing labor.

I employ 14 men, skilled labor, \$2.50 per day; ordinary, \$1.50. Our hours of labor are sixty per week.

Foreign articles do not compete with ours.

None of my manufactures are exported.

Cost of manufacture is about the same as in 1883.

My selling price has decreased since 1890.

My domestic wholesale price in 1890, 95 cents, a nest of two tubs; 1892, 95 cents; 1894, 55 cents.

I desire protection enough to make a home market for our own manufactures.

No. 3819.

Reply of G. W. Mather, of Hemlock Lake, New York, manufacturer of butter tubs.

[Established in 1873. Capital invested, \$10,000.]

Can not very well give amount of production since established, as there have been changes in management and books are not all together.

Am not aware that this business is affected by tariff except as the tariff affects the price of hoop iron we use.

Do not run all the time at manufacturing butter tubs.

Price per dozen on large size butter tubs in 1884, \$5.04; 1890, \$4.80; 1892, \$4.32. Other sizes to correspond. Same price now as in 1892.

Think we do not want a change in rates of duty or administrative custom laws so much as we want a rest from the agitation of the subject. If Congress would not mention tariff for the next decade it would be a great help to the business of the country.

Stop the destruction and evil caused by liquor saloons or groggeries; also smash some of the trusts—for instance the sugar trust. That is said to make profit enough every year to pay the interest on the national debt, and you will be doing something for the people of the country.

No. 3820.

Reply of C. H. Russell & Son, of Clarksville, Va., manufacturers of wagons.

[Established in 1869. Capital invested, \$10,000.]

We now produce about 600 wagons annually.

Have not run less than full time during past two years.

We do not ask protection.

We have no foreign trade.

There has been increased competition, owing to every little town getting up a "land boom." Supposing they should establish a "wagon factory."

We desire neither specific nor ad valorem duty.

We are making more wagons than in 1892.

Wages have been stationary during past twelve months.

As to the cost of living of families of skilled workmen, don't know how to arrive at it.

We see very little difference in price of living during past four years.

Cause of present depression, in our opinion is want of confidence. Remedy: Fill the Treasury to overflowing with gold, and force all other governments to make a partial adoption of silver with gold as currency.

Our goods are necessities.

We pay 6 to 8 per cent on loans.

Our labor is about one-fifth skilled labor.

We employ 10 men. They work average of ten hours daily.

We have no foreign competition.

Cost of manufacture has decreased since 1883. The decrease only in metals in last six months. The decrease owing to use of improved machinery.

Selling prices decreased since 1890.

Consumption by us, directly or indirectly, of products of agriculture, none.

We pay no duty on goods we manufacture.

Wholesale prices have decreased since 1892.

We recommend tariff for revenue only, free coal, an income tax. compare charges railroad company make for hauling coal with other goods, at same time considering value of goods at shipping point.

No. 3821.

Reply of J. Bernard, of New York City, manufacturer of furniture, marquetry, inlaid work, etc.

[Established in 1874. Capital invested, \$10,000.]

In 1892 I worked full time; in 1893, an average of half time; in 1894, three-fourths time.

The import of my goods is very insignificant, as I work after designs furnished by cabinet manufacturers and architects and which have to be made on short time.

The competition is larger, as the immigration brings more working-men.

I have no interest in duty.

I made in 1892 twice the business as in 1893. Hard times is the reason.

I pay the same wages.

The cost of living of families of skilled workmen is from \$15 to \$20 per week.

No difficulty in construing the law.

Price of living is about the same.

Cause of present depression—nobody wants to invest money.

Our raw materials are veneers, brass, mother-of-pearl.

Our goods are luxuries.

I make no loans.

Immigration brings the prices down.

I employ 16 men. I have only skilled men. The wages run from \$15 to \$22 per week. Forty-five hours per week is our working time.

We have no foreign-competing articles.

I don't export.

Cost of manufacture decreased about 40 per cent. The decrease is in labor. Selling prices increased.

I use of domestic veneers \$300 per year; of brass, \$600.

I buy my goods in New York; use foreign veneers and mother-of-pearl. I don't know the rates.

I don't import any goods and have no relations with foreign countries.

No. 3822.

Reply of Destiny Mill Company, of Tacoma, Wash., manufacturers of sash, doors, etc.

[Established in 1889. Capital invested, \$100,000.]

Produce about \$20,000 per year. Do not know amount for each year.

Have been running on short time; no market for goods.

No duty necessary; can manufacture as cheap as any country.

There has been an increase in domestic competition.

Do not desire any duty.

We are not manufacturing as many goods as in 1892. Owing to scarcity of money people can not build.

Wages are lower.

No difficulty in construing existing law in regard to importations.

Cost of living decreased about 25 per cent.

Cause of present depression: Too small a circulation per capita and too high duties on raw materials. Lower the duties and bring England to her senses by following Cleveland's policy.

Our raw materials are all domestic.

Our goods are necessities.

We pay the rate of 10 per cent on loans.

No effect produced by immigration.

About 75 per cent of our labor is skilled.

Our goods cannot be manufactured any cheaper than we can do it.

We employ from 8 to 20 men; wages from \$1.50 to \$2.75 per day.

Our hours of labor are forty-eight in winter and sixty in summer.

No foreign competition.

Have not exported any as yet.

Cost of production since 1883 decreased about 75 per cent.

The decrease has been in materials, and by improved machinery.

Selling prices since 1890 have decreased.

Prices decreased since 1892.

Duties cut no figure with us at all.

No. 3823.

Reply of P. D. Fischer, of New York, N. Y., manufacturer of furniture.

[Established in 1871. Capital invested, \$10,000.]

I have been running half time for the past eight months.

If the rate of duty were reduced one-third it would be necessary to reduce cost of manufacture in the same proportion.

The domestic price is lower now than in past.

There has been a domestic increase in past four years.

We are manufacturing about one-half as many goods as in 1892; no demand.

Wages are going down.

Price of living is the same as four years ago.

Our remedy for present depression is, stop tinkering with the tariff.

Not any raw material used by us.

Our goods are necessities.

Immigration has had a good effect on our business.

Three-fourths of our labor is skilled.

Reduction of duty on goods must be met by cutting wages.

We employ 30 persons at present; 17 skilled laborers, \$2.25; ordinary labor, \$1 per day. They are employed about forty-five hours a week.

Foreign articles do not compete, to my knowledge.

Do not export.

Cost of manufacturing has decreased since 1883. Decrease has been in both labor and materials. Selling price has decreased since 1890.

We consume nearly all domestic production in our manufacture.

I use no raw materials.

Prices from 1884 to 1892 firm; decreasing now.

Recommend no change in existing rates of duty.

No. 3824.

Reply of Davis Bros. & Co., of Everett, Pa., manufacturers of lumber.

[Established in 1890. Capital invested, \$10,000.]

We closed two months of this year on account of dull times.

We are producing as many goods as in 1892.

Tendency of wages during past twelve months has been downward.

Cost of living of families of skilled workmen about \$40 per month.

Cost of living has decreased during past four years.

Present depression in trade is due to overproduction, political jaw, and too much credit business.

Our goods are necessities.

We pay 6 per cent on loans.

Our labor is nine-tenths skilled.

We employ 20 men; pay \$1.75 per day. Our hours of labor are sixty per week.

Our selling prices are down at the present time.

No. 3825.

Reply of California Manufacturing Company, of Chicago, Ill., manufacturer of sash, doors, etc.

[Established in 1890. Capital invested, \$10,000.]

Our trade does not come in competition with European goods.

The wages in last nine months have dropped from 25 to 30 per cent.

The cost of living of families of skilled workmen depends greatly on the man; but, in our opinion, if a workman wants to live a decent life, he needs from \$9 to \$12 a week.

Cost of living is slightly cheaper than it was four years ago.

In our opinion the present depression in trade is caused by the proposed tariff legislation, and to leave the tariff as it was, or is, would, in our opinion, soon restore the trade again.

Our goods are necessities.

We pay 7 per cent interest on loans.

Immigration had good effect on our trade.

We employ 27 men and 3 boys of sixteen years and over. Our skilled men get from \$2 to \$2.75 a day at present. We work from forty-eight to sixty hours a week, according to how much work is needed.

Foreign articles do not compete with ours.

Our selling price decreased the last year.

Lumber, the article we use, is not very greatly affected either now or before.

No. 3826.

Reply of Elden Emerson, of Stow, Me., manufacturer of wood.

[Established in 1887. Capital invested, \$10,000.]

My yearly amount of production from commencement of industry, 500,000 pick sticks per year. Have always had all I could do until since March, 1893. For the last year I have not made over 60,000 sticks. The price now for pick sticks is 2 cents instead of 3½ cents, that I have always sold for. If I have to sell for that price I shall have to buy lumber that I have been paying \$15 per 1,000. I can not pay over \$10 per 1,000, and my help that has been having \$2 per day, I could not pay over \$1.25.

I am not producing one-tenth part as much as in 1892. My business has been suffering for many months from the very results which must surely follow the final passage of the Wilson bill.

No. 3827.

Reply of Roper & Partridge, of Princeton, Mass., manufacturers of lumber.

[Established in 1750. Capital invested, \$10,000.]

We have run about three-fourths time in the last two years—one reason for not running, lack of water; second, no orders.

Lumber in 1884 and 1890 about the same price; a little lower now, about 10 per cent.

Competition has increased during past four years.

No business doing now and we can not afford to manufacture many goods.

Wages are lower than in 1892.

Not much change in cost of living.

Logs are our raw material.

Our goods are necessities.

Pay 5 and 6 per cent on loans.

About one-half of our labor is skilled.

Employ about 20 men and boys at from \$1 to \$2 per day. They work sixty hours per week.

No competition with foreign goods of like kind.

Cost of production since 1883 has been about the same; a little down. The decrease has been in both material and labor.

Selling prices since 1890 have decreased.

We have got to have money to run the Government, and we think a small duty on most everything that is manufactured in this country, to raise enough to pay all expenses, will be what is right.

No. 3828.

Reply of R. G. Hall, of Clarksburg, North Adams, Mass., manufacturer of wagons and carriages.

[Established in 1861. Capital invested, \$10,000.]

Produce from \$1,000 to \$2,000 per annum.

I am not running much, because it is hard to make sales and as bad to collect.

I desire mostly a specific duty. Less chance for fraud. Most nations collect this way.

Tendency of wages is downward.

The price of living has decreased.

The anticipation of a lowering of the tariff has caused business men to hesitate about buying. Then the factory can not run, then the laborer has no work and no money to buy, which blocks all along the line.

Our goods are necessities.

We pay 6 per cent on loans, as a rule.

Selling prices since 1890 have decreased.

We desire no change in the tariff.

No. 3829.

Reply of Reader Bros., of Scottville, Mich., manufacturers of wooden bowls.

[Established in 1883. Capital invested, \$10,000.]

Our yearly value of production of wooden bowls about \$5,000.

We are running on short time.

The last three months of 1892 and so far this year we have not been able to sell our output. We export our goods.

If rates of duty on one class of manufactures were reduced one-third, no reduction would be necessary in cost of production.

Our domestic wholesale price of goods in 1884, 1890, and 1892 has been gradually declining, but the largest decrease has been during past three months.

There has been an increase of competition in our line during past four years.

We desire ad valorem duty.

We are not producing as many goods as in 1892. Sales are now limited.

Tendency of wages has been lower during past twelve months.

Existing law is satisfactory.

Cost of living has decreased very little during past four years.

All our component materials are raw.

Our goods are necessities.

We pay the rate of 7 to 8 per cent on loans.

Immigration has had no effect on our business.

We employ 70 per cent skilled labor.

No. 3830.

Reply of A. K. Smith & Co., of Clarion, Mich., manufacturers of woodenware.

[Established in 1880. Capital invested, \$5,000.]

During the past six months we have been running about one-half time.

We are affected indirectly by duty.

Domestic wholesale price of our goods in 1884, 25 per cent higher than now.

We are producing about one-half as many goods as we did in 1892.

The tendency of wages during the past twelve months has been downward.

The price of living has been about the same during the past four years.

The cause of the present depression is due to the tariff tinkering. Remedy, change of administration.

Our goods are necessities.

We pay 8 per cent on loans.

Immigration has no effect on our business.

Our labor is 50 per cent skilled.

Reduction of duty on goods we manufacture must be met by reducing wages.

We employ 20 men at \$1.25 to \$2 per day. They are employed sixty hours per week.

We have no competition with foreign articles.

We do not export.

Cost of manufacture has remained about the same since 1883.

Selling prices have decreased since 1890.

None of our component materials are dutiable.

No. 3831.

Reply of Greensboro Sash and Blind Company, of Greensboro, N. C. manufacturers of building material.

[Established in 1883. Capital invested, \$10,000.]

Yearly amount and value of production from commencement of industry, \$22,000 to \$40,000 (\$22,000 in 1893, \$40,000 in 1891).

Running less than full time after June, 1893, for want of work.

So far as we know, there is no duty on sash, doors and blinds.

Our business is furnishing building material.

Some decrease in price since 1884.

Increased competition, domestic, since 1890. More factories and improved machinery and ability of men to get more done each year.

So far as we know we are not affected one way or the other by tariff, unless it be in free lumber.

We are not producing as many goods as in 1890; can not sell them.

Tendency of wages during past twelve months, lower.

Cost of living decreased 10 to 15 per cent.

Our goods are necessities mostly, though we do some fine work.

We pay the rate of 8 per cent on loans.

Immigration does not affect us.

Our labor is one-half skilled.

Employ no women or children, but from 30 to 35 men, but only 15 to 18 now. Pay them 75 cents to \$2.50 per day of ten hours. Work sixty hours a week's work; more work more pay, less work less pay.

Not so far as we know do foreign goods of like kind enter into competition with our goods.

Cost of production since 1883 has decreased some; material and labor some cheaper.

Labor part of time has increased in price, but for a full year decreased.

Selling prices since 1890 have decreased some.

Wholesale prices have decreased some since 1892.

No. 3832.

Reply of R. C. Moulton, of East Pembroke, N. H., manufacturer of screen work.

[Established in 1874. Capital invested, \$10,000.]

Production has increased from \$5,000 to \$15,000 or \$20,000 at the present time, as business was started in a small way and have been adding to plant and increasing business.

Stopped two weeks last September; account, lack of orders; no lack of orders since.

In my line of goods do not think any duty is necessary, as we can manufacture goods in my line as low as any country in the world.

No reduction is necessary at all in cost of manufacture if duty were reduced one-third.

Wholesale price of lump wood in 1884, from \$7 to \$14 per dozen. In 1890, from \$6 to \$10.50. Price on shoe cases 1884 and 1890, \$14.50 to \$15 per 1,000; in 1892, \$12.

There has been entirely domestic competition since 1890 that has reduced the wholesale price from \$14.50 to \$12 per 1,000 on shoe case and box shoos.

I desire a specific duty for revenue only, because I believe it the best form of duty, and can be the most honestly collected.

We are making nearly double the amount of goods we were in 1892.

I am paying same wages paid for sixteen years past.

Could not give cost of living, but can say I have employes that have been with me twelve to eighteen years; men with families that have saved from \$2,000 to \$4,000 in that time.

Price of living has decreased 15 to 20 per cent.

Cause of depression, overproduction and the long credit system.

Our raw material is lumber.

Our goods are both necessities and luxuries.

We pay 6 per cent on loans.

There is increased domestic competition.

Twenty-five per cent of our labor is skilled.

Don't think reduction of duty will affect me.

We employ 14 to 20 men; ordinary, 75 cents; skilled labor, \$10 to \$12 per week.

They work fifty-eight hours a week.

Foreign articles do not compete to any great extent.

We export none of our goods.

Cost of manufacture has decreased 10 to 15 per cent.

Decrease has been in material.

Decrease in selling prices.

No agricultural products consumed in our manufacture.

I use only domestic products.

No necessity for a customs duty if raw materials were free.

Free raw material on all necessary articles and duty for revenue on manufactured goods and luxuries.

No. 3833.

Reply of M. Mullan, of Hertford, N. C., manufacturer of buggies, carts, etc.

[Established in 1866. Capital invested, \$10,000.]

Number of workmen employed, 4; wages paid, \$8, \$7.50, \$6.50, and \$4.50 for fifty and one-half hours per week. Both members of firm are practical workmen. Have always run on full time.

We do not desire any duty.

Have had domestic competition, but it has not hurt us. Doing as well as 1892. Wages same as for several years. Our workmen live comfortably on their wages.

Price of living has decreased.

Cause of present depression in trade, uncertainty of financial and tariff legislation. Remedy, stop tinkering with silver and promptly pass a tariff bill, giving the manufacturer free raw material and a duty on manufactured goods only enough to raise sufficient revenue for the expenses of the Government.

We do not borrow money.

We buy for cash and sell on time. Charge from 4 to 8 per cent interest, according to security.

Decrease in cost of material, 15 per cent; decrease in selling price, 10 per cent, since 1883.

Price, open buggies, 1884, \$95; 1890, \$80; 1892, \$75; 1894, \$75.

We recommend a tariff highest on luxuries and lowest on necessities, without discrimination in favor of any industry or section.

We favor an income tax because we believe capital ought to bear some of the burden of Government.

No. 3834.

Reply of Charles Scalen, of Du Bois, Pa., manufacturer of cabinet ware.

[Established in 1893. Capital invested, \$10,000.]

Have not got starved on account of hard times.

If tariff be settled I think times will improve.

I think a specific duty and protection is America's best time.

For nine months one-half of our laborers have been idle and on verge of starvation.

Our miners are not now making 50 cents per day and what they earn is spent in the company store.

Cost of living \$1.75 per day for 4 to 6, with rent and other expenses.

No. 3835.

Reply of A. H. Paul, of Abilene, Kans., manufacturer of doors, sash, etc.

[Established in 1885. Capital invested \$10,000.]

As to decrease in working time during past two years, ran nine months in 1892 and seven months in 1893. Think decrease of work is owing to lack of confidence.

The discount in selling prices in 1884, 25 per cent; 1888, 50 per cent; 1890, 50 per cent; 1892, 65 per cent; 1893, 65 per cent.

I desire specific duty.

Output of goods compared with 1892, has decreased. People say they will not invest until Congress gets through.

Tendency of wages has been downward during the past twelve months.

The cost of living of families of skilled workmen is about \$350 per year.

Would like to see Schedule D of the tariff of 1890 remain as it was. Then we were doing something, and now we are not.

Cost of living has neither increased nor decreased during the past four years.

The cause of depression in trade is due, I think, to the changing of the tariff bill and the time taken to do it. Would suggest you do something quick and go home, or go home and let it alone. Give us a high tariff and stop the importation of cheap labor. Think this would do more good than anything.

My raw materials are lumber in boards and planks.

My goods are both luxuries and necessities.

I pay the rate of 10 to 12 per cent on loans.

Immigration has had no effect on my business.

Two-thirds of my labor is skilled.

In 1892 I employed 10 men, 25 cents per hour; 1893, 6 men, 20 cents; 1894, 4 men, 17½ cents.

Our hours of labor are sixty hours per week, when running on full time.

Foreign articles do not now compete with mine.

None of my goods are exported.

Cost of manufacture has decreased about 40 per cent since 1883, in both materials and labor.

My selling prices have decreased since 1892.

I consume about \$15,000 in agricultural products.

With free raw materials a duty is necessary on the manufactured article.

Concerning my recommendation of change of existing rates: Make them higher.

No. 3836.

Reply of C. F. Martin & Co., of Nazareth, Pa., manufacturers of guitars, etc.

[Established in 1833. Capital invested, \$10,000.]

Amount of production has steadily increased since 1880.

We were running full time up to December 23, 1893; started March 6.

Foreign competition has fallen to low-class guitars, and we can not tell duty required.

Domestic wholesale price has been alike since 1867—about \$22.50 for each instrument.

Foreign competition has declined and domestic increased wonderfully.

We are manufacturing less goods than in 1892 because we can not sell and can not afford to cut prices.

Wages are the same in our business for several years past, but laborers get more.

We expect a man earning \$12 per week to support a family or else save money, which is quite practicable.

Price of living has increased, at a guess, 10 to 20 per cent.

Depression in business is caused, in our opinion, by high tariff acting in two ways: first, by causing overproduction, and, second, by the moral influence of high wages and high prices causing extravagance.

Raw materials: Wood, domestic and tropical, ivory, shellac, hardware for trimmings.

Our goods are luxuries.

Money can be loaned on good security at 5 and 6 per cent.

Immigration has harmed our business by causing domestic competition and helped presumably by increasing consumption.

Of skilled labor we employ about 90 per cent.

Reduction of duty should be accompanied by reduction of wages corresponding to reduced cost of living; for the rest we trust to quality of work.

Have 9 men and 1 boy employed usually. In summer they work fifty-five hours per week; in winter, fifty-nine hours.

Foreign goods compete very little with ours.

Only a little of our goods exported. Price realized is the same as from domestic consumption.

We think cost of manufacture has increased probably a little in both material and labor.

Selling prices have not changed since 1890.

Domestic wood forms only a small part of product; nearly all tropical.

We think no duty on manufactured article is necessary with free raw material.

Wholesale prices unchanged.

We would like to see a low tariff, believing that free trade would put business on a natural basis and keep it in equal volume.

No. 3837.

Reply of G. Burns Portersville Planing Mill, of Portersville, Cal., manufacturer of sash, doors, etc.

[Established in 1884. Capital invested, \$10,000.]

We had a business equal to \$50,000 per annum the first seven years. During the last three years trade has fallen off two-thirds, and have not been running one-third of the time, and at present closed down with poor prospects of starting again.

The reasons: Scarcity of money, high rates of interest, outrageous transportation rates.

As to the cost of living, \$25 per month is the least a white American-born citizen can subsist on.

As regards wages, there has been great downward tendency, and no work at that price.

As to the construction of the existing tariff law, I can construe it but one way—that is, the expenses of the Government must be borne by the poor people that are the greatest consumers. It adds a robber's tribute to the cost of the necessities of life; it creates trusts and combines, and fills the coffers of money kings with unearned fortunes. Would suggest that all duty be removed from the necessities of life—raw, manufactured, or otherwise.

As to the increase or decrease in the cost of living, everything has fallen in price, except that which is under the control of trusts and combines, and still charity is feeding more hungry people than ever before in the history of our country.

As to the cause of the present depression, no one thing alone is responsible, but many. For instance, a contraction of the money volume; the establishing of national banks; granting in subsidies 200,000,000 acres

of the public domain and millions of dollars to railroad corporations; demonetizing silver in 1873; practically retiring silver as money in 1893; issuing bonds in time of peace, when it is unnecessary in time of war; high protection, etc., etc., all tend to bring about the present conditions. My remedy would be to abolish national banks; restore silver to its former standing prior to 1873; use silver in payment of all public obligations, as we have a right to do; coin into money \$55,000,000 of the bullion now in the Treasury; make a constitutional law prohibiting any rate of interest greater than $2\frac{1}{2}$ per cent per annum. I would issue at once \$300,000,000 of full legal-tender Treasury notes in payment of pensions and Government contracts, redeemable only in American products.

There is but one tool which the American producers are suffering for and that is the great tool of commerce—money.

No. 3838.

Reply of Moore Manufacturing Company, of Springfield, Mo., manufacturers of school and office furniture.

[Established in 1892. Capital invested, \$10,000.]

Amount of production, \$20,000 in 1893.

Have run on one-third time since August, 1893, on account of general depression in business and fear of the result of financial legislation.

Use no imported goods except small amount of French and German plate mirrors, not enough to have any appreciable effect on value of goods.

Domestic wholesale prices, using same list: 1884, discount, 60 per cent; 1893, discount, 75 per cent; now, 75 per cent discount.

Competition from larger corporations only.

Output one-fourth capacity on account of general dullness of business.

Wages 15 per cent less than one year ago.

The West are largely borrowers, and are suffering greatly from the decreased value of property and product, or, in other words, the increased value of money.

Ruling rate of interest 8 per cent.

Labor two-fifths skilled, and pay $22\frac{1}{2}$ cents per hour.

We employ 15 to 30 hands working sixty hours per week when running full time.

Labor is a large factor in the cost of our goods, and cost of production is less by about 15 per cent. On account of running short and broken time, however, the profits are practically nothing; nor do I think tariff or custom duty will have any noticeable effect on Western manufacturers who make for home consumption only. Believe that prompt action, both in customs and silver legislation, will do much to help us in reviving business.

No. 3839.

Reply of Cicero B. Curtis, of New Haven, Conn., manufacturer of windows and blinds.

[Established in 1869. Capital invested, \$10,000.]

I have not kept account of the amount of goods produced or sold. I have most of my goods made by large factories in New York State and elsewhere. Make on premises only special orders.

Since July last business in the building line has been extremely quiet, principally on account of the inability to procure loans from savings banks.

By reason of the scarcity and consequently high price of pine lumber, the duty on such lumber should be taken off; and as for glass, there is abundant margin to manufacturers, I think, to reduce the duty one-half, say 50 per cent instead of 100, as at present. This would abundantly supply difference in wages, etc. As for paints, the sharp competition in trade has already so reduced prices as to ignore the duty altogether, which shows conclusively what the corrodors of lead can do and yet make a profit. Yes; the duty should be reduced very materially on lead, which I think is the best known remedy for the "trusts," who fatten when they can control prices.

Our goods have been governed in price largely by the price of glass. As for doors, etc., the prices have steadily advanced (slowly) by reason of the advance of lumber, and at present are at the highest point in years, but largely due, however, to the combination of the large manufacturers as to prices.

The strong competition has largely been eradicated, but in our home trade there has been very sharp competition, which is due largely to local dealers.

Prefer specific duties, as I understand this will be a regular duty, while ad valorem varies as the market value varies.

With good workmen prices of labor have not varied.

No difficulty in construing existing law in regard to importations.

Pass the Wilson bill by all means. It does not go quite far enough in matter of reforming the tariff, but I think it is the best that can be done at present, till people are further educated in its good works. No taxing the many for the few for me, please.

Our raw materials are lumber, lead for paints, potash for glass.

Our goods are necessities.

We pay the rate of about 5 per cent; mostly this rate.

Nearly all of labor is skilled.

Reduction of duty on goods must be met by the difference in cost of materials.

Pay my men generally \$2.50 per day.

My men work mostly on piecework.

No competition with foreign goods of like kind.

None of my goods are exported.

The decrease has been in materials.

Selling prices since 1890 have been about the same till 1893; then there was quite an advance by reason of combination.

Duty is necessary generally on manufacturing. I think a duty should be of a practical nature, sufficient to abundantly cover difference in wages in this and foreign countries.

No. 3840.

Reply of J. B. Wolfe, of Piney Flats, Tenn., manufacturer of furniture.

[Established in 1887. Capital invested, \$10,000.]

Amount of production 1890, \$5,351.01; 1892, \$5,291.35; 1892, \$3,614.36; 1893, \$4,069.32.

Did not run more than about two-thirds time during 1892, and about three-fourths time in 1893, on account of there being no demand for our goods.

There has been a decrease in competition in the last four years.

We are manufacturing more goods now than in 1892.

Wages have been the same in our establishment.

Cost of living, \$150 to \$250 per year. Price of living has decreased 10 to 15 per cent during the past four years.

Cause of depression: Too much speculation has caused a lack of confidence.

Our raw material is lumber, and this is cut at home.

Our goods are luxuries.

We pay 6 per cent on loans.

Immigration has no effect on our business.

Our labor is 90 per cent skilled.

Will say our trade is mostly local, and I don't think the tariff question will affect our business to any great extent either way.

I employ about 10 men, at from \$1 to \$1.75 per day, the average price being \$1.50; they work fifty-four hours per week.

No foreign competition in my line of manufactures.

None of my goods are exported.

Cost of manufacture has remained about the same.

All of the lumber we use is domestic lumber.

We pay no duty on materials we manufacture.

I think no duty necessary with free raw material.

Our wholesale prices have remained about the same.

No. 3841.

Reply of Dwight, Graves & Co., of North Amherst, Mass., manufacturers of lumber.

[Established in 1880. Capital invested, \$10,000.]

No change in working time during past two years.

We are manufacturing as many goods as in 1892.

Price of living has decreased 10 per cent during past four years.

Cause of present depression, Democratic administration.

Our goods are necessities.

We employ 7 men at from \$1.75 to \$2; they work sixty hours per week.

Selling prices have decreased since 1890.

No. 3842.

Reply of ———, of ———, manufacturers of windows and door frames.

[Name and location withheld by request.]

[Established in 1876. Capital invested, \$10,000.]

We have manufactured about \$40,000 worth of materials for buildings, consisting of windows, doors, frames, lumber, and completed buildings, in each year until the past two years.

Have run only about one-third time for past two years, owing to depression in the building business.

Tendency of wages past twelve months has been downward.

Close estimate of cost of living of families of skilled workmen is from \$600 to \$800 per year. Cost of living in our locality for the past four years has not changed very much.

In our opinion the present depression in trade is a scarcity of money, and manufacturers seem to be frightened on account of tariff tinkering.

Our remedy would be wise financial legislation by both branches of Congress regardless of party.

Interest on loans in banks 8 per cent.

Immigration is an indirect damage to our business by cheapening the work we have to compete for.

Our labor is all skilled.

Our hours of labor are sixty hours per week.

Our little factory is for manufacturing the different articles made of wood which go into the construction of buildings. We do not import or export anything, therefore the tariff does not affect us directly. But it does indirectly.

Immigration hurts our business very much; for instance, it comes here, it bids on the work we do and can live on less than our skilled American workmen can live on. Result, it lowers the wages of our American workmen.

In expressing our views we will say that we are Sam Randall Democrats and believe in a good strong protective tariff, enough to protect American workmen and American manufacturers of every kind. If American manufacturers and the men who work in our factories can not make any money we can not make any either.

No. 3843.

Reply of ———, of ———, manufacturers of wood boxes.

[Name and location withheld by request.]

[Established in 1871. Capital invested, \$10,000.]

The amount of production has been various. In the early years, when competition was small, about \$40,000 selling price; but owing to the sharp competition for the past ten years it has fallen off about 30 per cent. The value of our production in the early years being about three-fifths of the selling price, but for the past ten years three-fourths.

This we find necessary to carry on business successfully, so as to meet losses, etc. The different kinds it would be impossible to enumerate, as it would compel us to overhaul our accounts from the very beginning, and that would require more time than we could afford. To give a full description is impossible, owing to the nature of the different lines we manufacture. In fact, we can't lay claim to any distinctive class of goods. It all depends upon the fad prevailing and the length of time it has to run. We could give description of regular line, but decline to do so, as that would involve too many questions, but will say that there are certain goods now in the market which are selling for one-third less than that which we formerly paid for labor alone. For instance, we formerly paid per gross to make \$36. Same goods can now be bought complete at \$24. We have been running on less time almost every year since we started, as ours is but a "season trade," our slack time beginning at the end of each year and lasting from one to two months, when we have steady trade until the month of June, when we are again slack until the middle of July. There are years when we continue full with the exception of a month or two, but these occurrences depend entirely on our success in getting orders. At the same time, as has been the case for the past four years, the import of better-class goods, such as velvet boxes for rings, pins, earrings, brooches, etc., tend to take from the working class that labor which would otherwise be consumed in manufacturing during slack time, and which we find ourselves unable to meet in price owing to the low figure at which they are sold. These boxes, under a decision recently rendered, come in at the present time as "ornamental wood boxes." How this can happen we leave you, as makers of the law, to judge yourselves.

The rate of duty (specific) necessary to place our products, viz, velvet boxes for rings, etc., on an equal footing with the foreign, would have to be about 140 per cent. The cost of their production being just so much lower than ours, that would bring cost of production on an equal footing. This computation we have figured out of an average of seventeen different kinds; for instance, our cost per dozen is \$8.98 and theirs \$3.59, so with 140 per cent added would bring theirs to \$8.62, leaving 36 cents per dozen for freightage. This is what we would consider an equal footing.

We are unable to meet the prices on such cases as before referred to, but as far as the cheaper grade boxes, viz, plush, leather, paper, etc., is concerned, we would have to meet same with a like rate of reduction in cost of labor, as most all materials used in their manufacture are produced here, whereas the finer grade velvet is all imported, and has a duty of 65 per cent, we believe, and the finished boxes come in free. Even if the velvet was to come in free we would still find ourselves unable to compete in this line.

Wholesale prices were as follows: Per gross, \$48, \$36, and \$30, average. At the present time it is but \$24. These prices refer to plush and cheaper grade boxes, fine velvet boxes holding their own until the past four years at \$135 to \$130, average, present rate of the imported article being \$60, average.

To our knowledge competition in the domestic market for the past four years has been the same, but foreign competition has increased to large proportions.

Specific duty, in our opinion, is preferable, as it lessens the chance of defrauding the Government and compels traders to carry on a legitimate business, thereby giving all dealers an equal chance to exist, as

it is obvious that unscrupulous dealers would take advantage of the splendid inducements offered by an ad valorem duty.

We are not producing as many goods as we did in 1892 for the simple reason that we could not scare up an order, even if we were to offer a premium on same, customers finding no buyers for their goods, and therefore unable to place orders.

The tendency has been toward a decline, and always will be as long as our laws are open to immigration. The youth of the future, with schooling and better knowledge, will find himself unfit to compete with that class in labor, whose whole desire is but to eke out a precarious existence, to the exclusion of coming generations; of course, he will enjoy the honor of an advantage and rise above the occasion, but can they all do that? We claim that five or ten years in this country entirely eliminates these shortcomings, yet how this is possible, in the face of the ever-increasing army of laboring classes, I am unable to see, as we encourage a class in labor to the detriment of our own teachings, the children of that class being of a kind that has lived a life of servitude for hundreds of years past, and the conditions under which they have lived will never leave them. Coming to this country as they do, the low wages they are forced to accept, and the early age at which they are compelled to send these children, makes it well-nigh impossible for them to ever rise above their class, and will bring labor down to a lower level and in time make this country a hotbed of anarchism.

We recommend no changes whatever, but suggest that we be given a chance to compete.

The price of living, in our opinion, has and always will be regulated by the prevailing condition of the market, viz, when products are scarce prices are high, when abundant prices go down.

Our opinion as to the causes of the depression is threefold: First, to the change of policy respecting the tariff question, which compels all buyers and importers to hold back and await final settlement of same, so as to be up with the times. Second, the low condition of the Treasury, brought about by the grand old party through pension appropriations and the fallacy of the Sherman act. Third, and not the least, is the inability of the Democratic members to come to an understanding and their failure to carry out the will of the people. Our remedy to correct which would be: First, remove the cause of the deficiency, viz, pension appropriations, by adjusting same in the manner advocated by President Cleveland. Second, compel Democratic members to attend lectures treating of the questions involved, as most of them fail to see the importance of the moment, and condemning the tactics employed to retard legislation.

Our raw materials are velvet, satin, plush, leather, marble paper, wadding, and wood.

Our goods are mostly luxuries, but in some cases necessities.

Never had occasion to make outside loan, therefore unable to say.

Immigration has a tendency to bring down the wages of the laboring class, which, in our opinion, is bad, as it compels labor to accept what is offered. To suspend immigration for a time, in our opinion, would be a blessing to this country.

About 70 per cent of our labor is skilled.

We employ 6 men, 5 boys, and 2 girls. Skilled labor, \$12 to \$18; ordinary, \$4 to \$10.

Our hours of labor are fifty-nine when running on full time.

Foreign articles do enter into competition to such an extent as to preclude all possibility of our being able to compete.

Impossible to export anything.

The cost price has decreased, in fine goods about 20 per cent and in cheaper grades about 500 per cent.

In fine goods no increase or decrease in materials at all to speak of, but in labor about 20 per cent. In the cheaper grades that are manufactured here there has been a decrease in materials of about 30 per cent, and the balance in labor, which will show you how far labor has depreciated. The next thing in order should be a revision of the Constitution.

Selling prices at present are slightly lower.

Concerning consumption by us, directly or indirectly, of products of agriculture, in some things 40 per cent agricultural and 35 per cent domestic; in others, 20 and 15 per cent, respectively.

The component materials of our manufacture, and rates of duty thereon are velvets and satins; duty on velvet about 65, and on satin, 50 per cent, but we are not certain.

There would be a necessity for a customs duty on fine cases to the amount of about 75 per cent.

Would recommend that the laws be so adjusted as to enable American industries to compete with foreign imports.

